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GARDEN

THE HARDWOOD RECORD

Every Other Saturday.

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Foreign Countries, 2.00 per year.

Vol. XIV.

CHICAGO, APRIL 19, 1902.

No. 1.

E. Sondheimer Co.

MFRS. HARDWOOD AND BASSWOOD LUMBER

MAIN OFFICE & YARD

S.W. Cor. BLUE ISLAND AVE.
AND WOOD ST.

CHICAGO

Branch Yards: Cairo, Ill., Wausau, Wis., Paducah, Ky., Caruthersville, Mo.

Covel Mfg. Co.

— IMPROVED —

Filing Room Machinery

NEW EDITION OF CATALOGUE SENT
ON APPLICATION.

Chicago, Ill.

The Tegge Lumber Co.,

MILWAUKEE, WIS..

BUYERS OF ALL
KINDS OF

Hardwood Lumber

W. O. KING.

E. B. LOMBARD.

W. O. King & Co.

Wholesale

Hardwood Lumber

Loomis Street Bridge,
CHICAGO.

The largest and most complete stock in the city, consisting of

MAPLE 1 to 4 inches
thick.

OAK Red and White,
Plain and Quartered.

ROCK AND SOFT ELM, | **BLACK AND WHITE ASH,**
BASSWOOD, All Thicknesses. | **BIRCH.**

CORRESPONDENCE SOLICITED.

"The Reeves" Pulley

— AND —

"Alexander" Belt

— MAKE —

AN EXCELLENT COMBINATION.

REEVES PULLEY CO.

Exclusive Western Agents,

68 and 70 S. CANAL STREET, CHICAGO.

WE CAN FURNISH YOU

Oak, Ash

BAND SAWED

and Cypress

Uniform Quality
and Color.

ALL LENGTHS AND
THICKNESSES.

Plenty of Shipping Dry Stock
on Hand.

CORRESPONDENCE SOLICITED.

CHICOT LUMBER CO.

General Offices:

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CHICAGO.

You can reach us at our mills at Blissville, Ark., by Western Union Telegraph or Bell long distance telephone. Trains leave Little Rock, Ark., daily at 9 a. m. via St. L., I. M. & S. Ry., reaching Blissville at 2:30 p. m. J. B. SHULTS, Mgr., Blissville, Ark.

C. C. MENGEL, Jr., & BRO. CO.

MANUFACTURERS OF

MAHOGANY AND WALNUT LUMBER

ESTABLISHED 1877

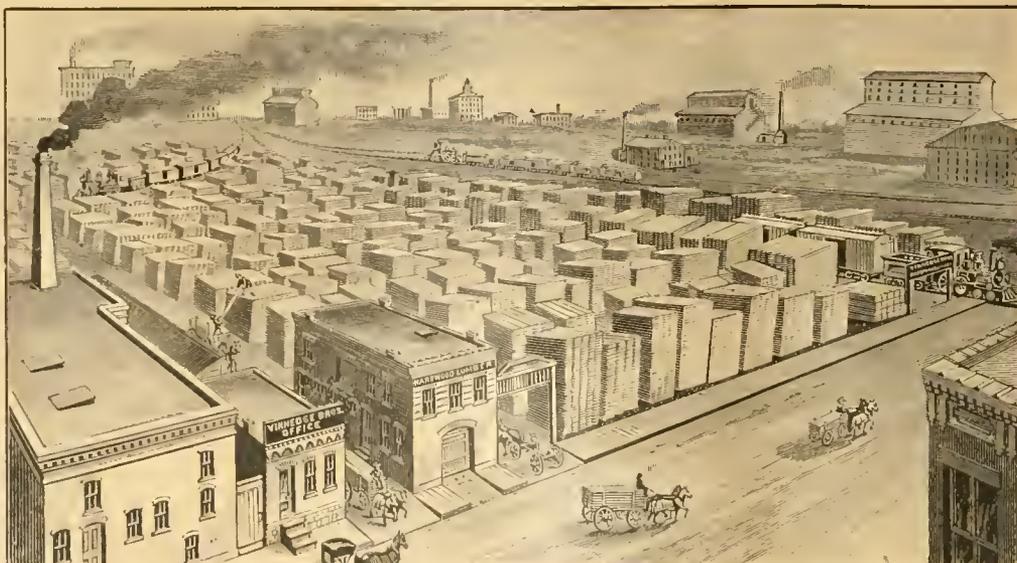
INCORPORATED 1888

SAW MILL AT :: :: LOUISVILLE, KY.

VINNEDGE BROS., WHOLESALE DEALERS IN HARDWOOD LUMBER.

We are in the market for the following kinds shipping dry lumber—standard lengths, grades and thicknesses :

- WALNUT,
- POPLAR,
- ASH,
- CHERRY,
- CYPRESS,
- PLAIN RED OAK,
- PLAIN WHITE OAK,
- QUARTERED WHITE OAK,
- MAPLE,
- YELLOW PINE,
- SOFT ELM,
- BASSWOOD,
- BIRCH,
- BUTTERNUT,
- COTTONWOOD,
- HICKORY AXLES AND
- WHITE OAK WAGON STOCK.



Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

Will send representative to look stock over and negotiate deal if quantity of lumber and offer will justify.

OFFICE AND YARD : Division and North Branch Streets, CHICAGO.

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COMMISSION COMPANY**

SHIPMENTS MADE DIRECT FROM MILLS, LEVEE OR TRACK. NO YARDING EXPENSE. :: WRITE US.

WHOLESALE AND COMMISSION DEALERS IN
Hardwood Lumber
ST. LOUIS, MISSOURI.

ALCEE STEWART & CO.

WE BUY AND SELL

Hardwood Lumber

410 CHAMBER COMMERCE

ST. LOUIS, MO.

YOU
CAN
REACH

**THE BONSACK LUMBER CO.
WHOLESALE HARDWOODS**

ST. LOUIS
BY
RAIL, MAIL
WIRE OR
'PHONE

PLAIN OAK, QUARTERED OAK, MAHOGANY,
CHERRY AND ASH.

**F. H. SMITH & CO
HARDWOOD LUMBER**

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N. BROADWAY
ST. LOUIS MO.

AUGUST J. LANG

**HARDWOOD LUMBER AND
WAGON MATERIAL.**

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HALLETT LUMBER CO. 907 SECURITY BUILDING,
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**Wholesale
Hardwood Lumber.**

OUR PRESENT WANTS:
Quartered and Plain White Oak, Plain Red Oak,
Ash, Yellow Pine Finish, Cottonwood
and Poplar Boxboards.

WE BUY FOR CASH AND INSPECT AT MILL.



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Unless you recognize the fact that in this era of close competition LOCATION and freight rates are the principal factors in the selling and distributing of your products.

**The Indiana, Illinois
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has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago.

IF you were located on its line it could save you money.
No switching charges.
No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

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Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

**The Indiana
Illinois &
Iowa R. R.**

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Chicago, Illinois
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WANTED == SOUTHERN HARDWOODS.

Keep me posted on what you have to offer for sale in plain and quartered

OAK, ASH, POPLAR, COTTONWOOD, GUM AND HICKORY.

I have a steady trade for the above in all grades and thicknesses.
Correspondence solicited.

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FRANK R. CRANE.
FRED. D. SMITH.

F. R. CRANE & CO.

Wholesale Dealers in

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Office and Yards, 440-462 No. Branch Street, Chicago.

We are in the market for all kinds of Hardwood Lumber. Will pay cash for dry stock and make inspection at point of shipment if desired.
SEND US YOUR STOCK LIST.

HEATH, WITBECK & CO.,

...DEALERS IN...

HARDWOODS.

MILL CUTS SOLICITED

WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

We are Always in the Market for

**QUARTERED AND PLAIN WHITE AND RED OAK.
ASH, POPLAR, YELLOW PINE, ETC.**

Advise us What you Have, with Freight Rate to Chicago.

22nd and Loomis Sts., CHICAGO.

Empire Lumber Co.,

CHICAGO.

WANTED : } CHERRY, OAK, CYPRESS,
 } GEORGIA PINE

Or anything you have for sale in hardwoods.

TELEPHONE OAKLAND 863.

THOMAS MCFARLAND,

6504 Jackson Ave., CHICAGO, ILL.

Wholesale Dealer In

HARDWOOD LUMBER,

Correspondence Solicited.

IN THE MARKET TO BUY ONE MILLION FEET PLAIN SAWED RED OAK, 1 INCH AND THICKER.

Into the Southland

TWO SPLENDID TRAINS DAILY FROM CHICAGO TO ALL FLORIDA AND GULF COAST RESORTS

Chicago & Eastern Illinois Railroad

FRED W. UPHAM, President.

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WISCONSIN HARDWOODS

Cable Address: "UPHAM"

Specialties: Red Oak, Basswood, Birch

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F. S. HENDRICKSON LUMBER COMPANY,

1509 Masonic Temple, Chicago.

Wholesale Hardwood Lumber.

Write us before buying—Write us before selling. Car lots direct from the mill.

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HARDWOOD LUMBER.

Can Handle the Cut of One or Two Good Mills on a Cash Basis. Send me your Stock List.

Chas. Darling,

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MESSINGER HARDWOOD LUMBER CO.

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Solicit correspondence with mill men manufacturing Plain and Quarter Sawed Oak, Black and White Ash, Poplar and Birch.

WE ARE ESPECIALLY IN NEED OF SOME PLAIN SAWED RED OAK.

Send us a list of what you have in all kinds of hardwoods.

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DEALERS

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OAK, ASH, POPLAR, GUM, HICKORY.

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MILLS AT { PRINCETON, KY.
HAMPTON, KY.

THIN OAK AND POPLAR
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CHICAGO.

CASH PAID FOR LUMBER
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PAUL SCHMECHEL,
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WANTED FOR SPOT CASH.

PLAIN RED OAK.

10 cars, 1 in., 1st & 2d & com., 6 to 8 mos. dry
5 " 1 1/4 " " " " " "
5 " 1 1/2 " " " " " "

The Columbia Hardwood Lumber Co.,
65 Southport Avenue,
CHICAGO, ILL.

ANN ARBOR RAILROAD

AND CAR FERRY LINE.

GOOD DESPATCH AND LOW RATES.

DIRECT ROUTE FROM
GLADSTONE, MANISTIQUE, MENOMINEE, MICH.,
AND KEWAUNEE AND MANITOWOC, WIS.

TO ALL POINTS IN
Ohio, Pennsylvania, Virginia and all Eastern Points
THE FAVORITE ROUTE FOR LUMBER SHIPMENTS.

First-Class Passenger Accommodations.

FOR INFORMATION APPLY TO
C. W. PEAKE,
Com'l Agt. Ann Arbor R. R. MILWAUKEE, WIS.

MANUFACTURERS AND SETTLERS

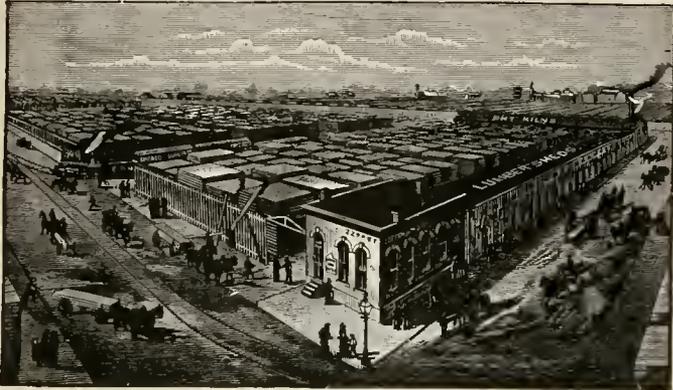
Will find extraordinary inducements for location in Northern Wisconsin along the Wisconsin Central Lines. There are plenty of fine lands for farming as well as large beds of Clay, Kaolin and Marl, together with fine Hardwood timber for manufacturing purposes.

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JAS. C. POND, G. P. A.,
Milwaukee, Wis.

HAYDEN BROS. LUMBER CO.

22nd AND JEFFERSON STREETS,
CHICAGO, ILL.



Hardwood Lumber

WE MAKE A SPECIALTY OF PLAIN AND
QUARTER SAWED OAKS.

WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
STOCK TO OFFER WRITE US.

R. A. WELLS LUMBER CO.

ALWAYS IN THE MARKET FOR

HARDWOOD LUMBER OF ALL KINDS.

WRITE US BEFORE SELLING.

CLARK AND 22ND STS. - - CHICAGO, ILL.

E. E. PRICE,

BUYER AND EXPORTER OF

**HARDWOODS, POPLAR
AND LOGS.**

I am always in the market for nice lots of dry and well manufactured
lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

THEO. FATHAUER CO.,

1111 FT. DEARBORN BUILDING, MONROE AND CLARK STREETS,
CHICAGO.

WHOLESALE HARDWOOD LUMBER

IN CAR AND CARGO LOTS.

SMALL DIMENSION STOCK IN MAPLE, ELM, BEECH AND OAK A SPECIALTY.

Desire to contract with responsible manufacturers for large blocks of
Poplar and Plain and Quartered Oak.

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DO YOU WANT TO
BUY OR
SELL
LUMBER?

**GET
OUR
BOOK**

IT CONTAINS
OVER FIFTY-
THOUSAND
NAMES OF DIRECT
INTEREST TO
LUMBERMEN

ALL THE CONSUMERS. ALL THE DEALERS. ALL THE SAW MILLS.
Send for It. We pay the charges. If it is not what you want, return it.

FOSTER LUMBER MERCANTILE AGENCY,
703 FT. DEARBORN BUILDING, CHICAGO.

Goodlander=Robertson Lumber Co.

...HARDWOOD LUMBER...

**POPLAR, OAK, ASH, HICKORY AND WALNUT
MEMPHIS, TENN.**

We Solicit Orders for Mixed Cars, Rough or Dressed.

PRICE & HART,

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**POPLAR
AND ALL HARDWOODS.**

DOMESTIC—EXPORT.

WRITE US.

Memphis Office, 22 Southern Express Building.

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WHOLESALE LUMBER DEALERS,

No. 8 WEST COURT STREET, MEMPHIS, TENN.

.....WRITE US WHEN YOU WANT.....

OAK, ASH, POPLAR, COTTONWOOD AND GUM.

**BLANTON=THURMAN
LUMBER CO.**

DEALERS EXCLUSIVELY IN

**YELLOW
MISSISSIPPI
CYPRESS**

All Thicknesses and Grades.

**PROMPT SHIPMENTS.
SEND US YOUR INQUIRIES.**

MEMPHIS, TENN.

**A MILLION FEET WHITE CANE ASH, In Stock
ALL THICKNESSES—DRY. and
A BIG LOT OF PLAIN RED OAK, For Sale.
And all other kinds of SOUTHERN HARDWOODS.**

WRITE US.

J. W. Thompson Lumber Co.,

RANDOLPH BUILDING, MEMPHIS, TENN.

I. M. DARNELL & SON CO.,

McLemore Ave., and I. C. R. R., Memphis, Tenn.

Hardwood Lumber.

POPLAR, OAK, ASH, CYPRESS and HICKORY.

Mixed Cars a Specialty.

Bandsaw and Planing Mills.

J. W. DICKSON, Prest. and Gen'l Mgr. JOHN R. FLOTRON, Secy. JOHN T. BARLOW, Vice-Prest.

The J. W. Dickson Lumber Co.,

MANUFACTURERS,

**HARDWOOD LUMBER,
OAK, ASH, GUM AND COTTONWOOD.**

THIN STOCK A SPECIALTY.

**Lumberman's Standard Code
Cable address: Dickson.**

MEMPHIS, TENN.

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**Write for a copy of pamphlet
just issued by the**

ILLINOIS CENTRAL R.R.

COMPANY

**giving reliable information
concerning nearly 200
desirable locations for
industries, and entitled**

**INDUSTRIAL SITES
IN TEN STATES**

**Address GEORGE C. POWER,
Industrial Commissioner Illinois Central Railroad
Room 506 Central Station, CHICAGO, ILL.**

WANTED—ORDERS QUICK

QUARTERED WHITE OAK

3 Cars 4-4 Firsts and Seconds.
 3 " 6-4 " " "
 5 " 8-4 " " "
 5 " 4-4 Common.
 5 " 8-4 "

QUARTERED RED OAK

10 Cars 4-4 Firsts and Seconds.
 10 " 4-4 Common.
 3 " 8-4 "
 2 " 4-4 Clear Strips.

ALL BONE DRY.

POPLAR

2 Cars 6-4 Firsts and Seconds.
 20 " 4-4 Shipping Culls.

ALSO OTHER GOOD THINGS IN HARDWOODS. WRITE US.

Love, Boyd & Co., Nashville, Tenn.

LOCATIONS FOR INDUSTRIES.

The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, namely:

NORTH DAKOTA.	MINNESOTA.	NORTHERN MICHIGAN.
SOUTH DAKOTA.	IOWA.	WISCONSIN.
Ex. Passenger Trains, Fast Frt. Trains Throughout.	MISSOURI.	ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory restricted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

LUIS JACKSON,

Industrial Commissioner C., M. & St. P. R'y.
 660 Old Colony Bldg., Chicago, Ill.

E. STRINGER BOGGESS,

...HARDWOODS...

DOMESTIC.

EXPORT.

Clarksburg, W. Va.

THE KEITH LUMBER CO.

CHICAGO.

HARDWOOD, POPLAR AND SOUTHERN PINE LUMBER,

Mahogany,

Redwood,

Red Cedar,

Cypress,

Chestnut,

Spruce,

Spanish Cedar,

Washington Cedar,

Washington Fir,

Prima Vera,



Hardwood Flooring, Oak Dimension Plank and Timbers.

OFFICE AND YARD:

FOURTEENTH AND WOOD STREETS.

Take Metropolitan Elevated (Douglas Park Branch) to 14th Place Station.

W. A. RUST, President.

F. R. GILCHRIST, Vice-Presl.

W. E. SMITH, Sec'y and Treas.

Three States Lumber Co.

MANUFACTURERS OF

HARDWOOD LUMBER

COTTONWOOD AND GUM

MILLS:

MISSOURI—ARKANSAS—TENNESSEE.

OFFICE AND YARDS: CAIRO, ILLINOIS.

GET OUR PRICES. TRY OUR LUMBER. WE SHIP ROUGH, DRESSED, RESAWED.

COTTONWOOD—GUM

SAXTON & COMPANY (LIMITED.)

CABLE ADDRESS, SEVIER.
A. C. ZEBRA.
LUMBERMAN'S W. U.
AND PRIVATE CODES.

EXPORTERS AND DEALERS IN
LUMBER AND LOGS.
KNOXVILLE, TENN.

Liverpool and London Chambers,
LIVERPOOL.
85 Gracechurch St., E. C.,
LONDON.

We Buy and Sell Choice Hardwood Lumber.

The W. V. Davidson Lumber Co.

Benedict Bros.

W. V. DAVIDSON,
M. F. GREENE,
J. N. HICKS,
C. H. BENEDICT,
C. B. BENEDICT.

DAVIDSON-BENEDICT CO.,

Wholesale Manufacturers and Shippers,

ROUGH AND DRESSED
LUMBER

NASHVILLE, TENN.

**OAK, POPLAR, ASH,
CHESTNUT, WALNUT.**

ESTABLISHED 1866.

Prewitt = Spurr Manufacturing Co

NASHVILLE, TENN.

**OAK, ASH,
POPLAR LUMBER,**

ROUGH AND DRESSED.

THE FERD. BRENNER LUMBER CO.
MANUFACTURERS AND WHOLESALEERS OF
HARDWOOD LUMBER

We have a Large Yard, Well Stocked with

QUARTERED AND PLAIN
OAK, : WALNUT, : ASH,
POPLAR AND HICKORY.

Write us or call and look our stock over.

CHATTANOOGA TENN.

Codes:
A. B. C.
Lumberman's.

**THE HIMMELBERGER-HARRISON
LUMBER CO.,**

Morehouse,
Mo.

RED GUM.

**RED OAK,
WHITE OAK,
ASH.**

Plow Beams and Handles,
Wagon Felloes and Gearing,
Car and Bridge Timbers.

Spokes: Club Turned
Oak and Hickory.
Ceiling, Flooring, Etc.

Our Specialty:

RED GUM,

Air Dried or Kiln
Dried. All Grades,
Dressed or Rough.

CYPRESS,

Choice Export Stock. **SOFT ELM.**

Bed Slats, Bed Posts,
Curtain Pole Stock.

PENROD WALNUT CORPORATION

...Manufacturers and Exporters...

**BLACK WALNUT LUMBER
EXCLUSIVELY**

Thin Stock
A Specialty



Ample
Stock from
3 1/2-inch
up to
4 inches
thick
in all
grades.

Always
on the
Market
for

Good
Walnut
Logs.

Annual Capacity 7,000,000 feet. Write or wire us
when the subject is Walnut. It will pay you.

CABLE ADDRESS: WALNUT.

Codes Used: A. B. C., KANSAS CITY,
Lumberman's and Western Union. MO., U. S. A.

**To Furniture Manufac-
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Wheeled Vehicles.**

No other place in the South
offers such abundant facilities for
the Furniture Manufacturer as
that part traversed by the

Nashville-Chattanooga

& St. Louis Railway.

There are over a hundred
varieties of wood that may be
obtained in greater or less quanti-
ties along the line of this road.

The best hickory in the world
is found in Tennessee and the white
oak is unexcelled for toughness,
strength and elasticity. More
spokes and rims and hubs are
made in the country contiguous to
this road than in any other part
of the South.

For specific information as to
the suitability of this region for
the manufacture of furniture,
wagons, etc., address

J. B. KILLEBREW,

Industrial and Immigration Agent

Nashville-Chattanooga & St. Louis Railway,

NASHVILLE, TENN.

The CROSBY & BECKLEY CO.

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HARDWOOD LUMBER,
NEW HAVEN, CONNECTICUT.**

We are in the market for Poplar, Oak, Ash, Sycamore, Cherry, Walnut—in any quantity.

WRITE US WHAT YOU CAN FURNISH.

We will receive lumber || F. P. EULER, Purchasing Agent,
at shipping point. || EVANSVILLE, IND.

FOR SALE Wisconsin Hardwoods

1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
1 Inch Log Run Black Ash.
1 and 1 1/4 Inch Log Run Soft Elm.

Write for Prices on Above Items, also all Other Wisconsin Hardwoods.

MILL AT FENWOOD, WIS.

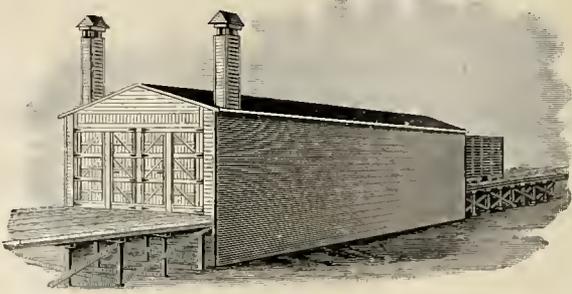
**FENWOOD LUMBER CO.
WAUSAU, WIS.**



THE DRY KILN FOR HARDWOODS

has got to be a kiln you can trust and be sure of all the time. Don't take any chances.—Buy the Dry Kiln that has invariably proven successful in perfect drying of hardwoods. Investigate the record of

THE STANDARD DRY KILN.



THE MOIST AIR SYSTEM OF "THE STANDARD"

is particularly adapted to the drying of fine lumber. It doesn't spoil any of your stock. It seasons it thoroughly; takes every drop of moisture out of the wood; leaves it dry. No checking, no hollow-horning, no case-hardening. We guarantee this.

WRITE FOR "STANDARD" LITERATURE ON
HARDWOOD DRYING. ASK FOR CATALOG "N"

**THE STANDARD DRY KILN CO.
INDIANAPOLIS, INDIANA,
U. S. A.**



**BEST HARDWOOD
DRIER ON EARTH.**

THE NATIONAL DRY KILN CO.
INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
AND CAN DO THE SAME FOR YOU.

OUR PAMPHLET LIST OF ENDORSERS WILL INTEREST YOU.

AIN'T THIS A CORKER?

"Your Moist Air Drier is fine on hardwoods, neither warping or checking."
CURTIS BROS. & CO., Clinton, Ia.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

No. 33 West South St., INDIANAPOLIS, IND.

WE

**HAVE THE TIMBER,
HAVE THE MILLS,
HAVE THE LUMBER,
WANT YOUR ORDERS.**
Manufacture OAK, ASH, GUM
AND COTTONWOOD

RUSSE & BURCESS, MEMPHIS, TENN.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, APRIL 19, 1902.

No. 1

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

TERMS OF SUBSCRIPTION:

U. S., Canada and Mexico.....\$1.00 per year.
Foreign Countries..... 2.00 per year.

ADVERTISING RATES ON APPLICATION.

The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25.

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the *Hardwood Record*. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

A CHANGE IN SIZE.

With this issue the Record is, as you see, enlarged to about twice its former size, and we trust the change will meet with the approval of our readers and advertisers. We were forced to make the change by the demands of a growing business. We had to get in line.

We don't know that our readers will appreciate the point, but a newspaper of an unusual size is handicapped in a business way, as is an unusual width of flooring, ceiling or siding. For convenience in reading most people prefer the magazine size, in which the Record was formerly printed, to the "blanket sheet," but all the other papers in our line are published in the blanket sheet size, and the large advertisers have their cuts made to correspond. The result has been that we have failed to secure a large and profitable line of business for the reason that our pages were too small. For that and other reasons the change was made.

But if the old style *Hardwood Record* was small in size it wasn't small in anything else. If its policy was not broad gauge and liberal it was because the management couldn't make it so. That was the intention and the *Hardwood Record* worked faithfully and earnestly to advance the interests of the hardwood trade. If mistakes were made they were honest mistakes—mistakes of the head and not of the heart. We have not been in the business for philanthropic purposes entirely. The ends we sought were selfish ends, but we have sought them in what we believed to be broad and liberal ways. We sought to establish a basis for permanent prosperity by deserving the good-will and respect of the hardwood trade by being sincere and straightforward.

The only asset a newspaper has that is of much value is the good-will of its readers, and we have recognized from the beginning that the only way to gain and retain that good-will, among as intelligent a class of people as the readers of the Record constitute, was to deal with them fairly. We do not claim to be better than the average—it is a business proposition.

And we can look back over the six and a half years of our existence and say that we are satisfied. We believe there is not a lumber paper published which stands higher in the lumber trade than the Record does, or which wields a stronger influ-

ence. Upon such a foundation much may, by diligence, be built.

So much for the past of the Record. In that past there are no weak spots; nothing for which we need apologize or feel ashamed; no man whom we have done an intentional wrong; and our past is a pledge for our future. We found things in the hardwood trade which seemed to us vicious and unfair, and have done what we could to improve them; but we criticized conditions and not individuals.

The future, we believe, holds much that is good for all the people of this country. The United States is entering upon a period of industrial and commercial prosperity, which will, we believe, be unexampled in the history of the world. This country has advantages in its natural resources, in the superior intelligence, energy and education of its people, and in its form of government—the best yet devised by man which must bring a golden harvest.

The hardwood lumber trade is in excellent condition to secure its full share of the promised prosperity. The business is getting into strong and capable hands, solid business methods are being introduced and the trade is being organized in such a way as to conserve the limited amount of stumpage so that it may bring full value in the form of lumber.

In fostering and promoting that prosperity to the best of its ability the Record believes it sees in the future a field of usefulness which it hopes to cultivate with pleasure and profit. There has been such a change in the hardwood lumber trade since the Record was started that it may almost be said that it is a new business. There is a new order of things and the Record has tried, and will continue to try, to keep pace with the progress made.

The editorial department will be maintained as strong, as candid, as fair and as independent as heretofore, and with increasing business we will be enabled to better our news service and make the *Hardwood Record* sufficient to the requirements of all hardwood lumbermen.

To our friends (and if there is a hardwood lumberman who is our enemy we don't know it) who have stood by us in the past, we extend thanks. Their support and approval have been an inspiration and we shall endeavor to so conduct the Record as to merit a continuance of their good-will.

The size of the Record is changed, but its spirit and intentions remain the same.

and the hardwood trade may continue to rely upon it to do its best in the interest of that trade.

THE ST. LOUIS MEETING.

Preparation for the annual meeting of the National Hardwood Lumber Association, to be held in St. Louis, May 15 and 16, are progressing and indications are multiplying that it will be by far the most largely attended and most important of the meetings yet held.

The people in the hardwood lumber trade have reached a point where they take the National association seriously. Heretofore, many of them have attended the annual meetings merely to meet the other lumbermen and form acquaintances that might be advantageous in a business way. They didn't consider that the work of the convention amounted to anything in particular. It is now realized, however, that the work of the National association vitally affects every hardwood lumberman's business, and Secretary Vinnedge reports that there is a tone to the correspondence at his office different from that of former years. It is more earnest and more combative and the St. Louis meeting promises to be a most interesting one. The members from the various sections and markets are coming well organized, knowing what they want and prepared to fight for it.

History is going to be made in St. Louis. From Michigan, Wisconsin and Indiana, from Cincinnati, Chicago, Nashville, Memphis and Buffalo, strong, well organized and well equipped delegations are coming. Already they are writing to secure headquarters, and there will be as much politics at St. Louis as there is at a state convention of a political party. No hardwood lumberman in the country can afford to miss this meeting.

The headquarters will be at the Southern Hotel, the best convention hotel in the country. It is big and roomy, covering an entire block, and can take care of the convention within itself, business meetings, banquet and all.

President F. H. Smith of St. Louis, while in Chicago recently, expressed the belief that the members would, at St. Louis, cast all precedents aside and reorganize the hardwood trade on a new basis. What the outcome of it all will be is difficult to foretell. For the first time the trade is thoroughly aroused, and we are inclined to believe that the real and permanent work of the National association will date from the St. Louis meeting. For the first time every section and faction of the trade will be strongly represented, and there is no way of getting a clew as to what the outcome will be. It will be a convention of able, brainy men, and no man or set of men will be able to control or dictate to it.

Every preparation is being made to facilitate the transaction of business, for it will be hard to crowd all that will be done into two days.

Secretary Vinnedge is doing the same excellent work by which the association has been made a success. If there is a hardwood lumberman in the country who fails to attend the convention it will not be because Secretary Vinnedge has been derelict in his duty. Among other matter he is sending the members of the association the following stirring letter:

Chicago, Ill., April 4, 1902.

The meeting at St. Louis is one in which every hardwood lumberman is vitally interested, and it is earnestly hoped that every branch and section of the trade may be strongly represented. We want to get together at St. Louis and thrash out our differences. We want to build a platform on which all good hardwood lumbermen may stand, and adopt policies to which all may lend hearty support.

You should be there, and you should see that your neighbors come also. To this end we send you herewith a few application blanks, which you may be able to make use of, and if we can be of any assistance at this office, and you will send us a list of names of those you know who are not members, but should be, we will take up the matter with them by mail.

Whatever you do, try to make arrangements to be present at St. Louis, and bring as many of your friends as possible. Bring them as members, if you can, but bring them anyway. Do not look upon this as a waste of time. It is a business matter, and you should be present with all the friends that you can muster.

We come to you thus frankly and freely, because you are as much interested in the meeting as anyone.

Write us what you think about it.

Yours truly,

National Hardwood Lumber Association,
A. R. Vinnedge, Secretary.

AN ASSURED SUCCESS.

The man who would go out and sow a crop of oats to-day, and then go out next week and raise the very old Harry because the crop was not ready for the sickle, would not be accounted a mental heavy-weight in well-educated circles. You've got to prepare the ground, sow the seed and then wait a time before you get any returns. It has been the same with the Inspection Bureau.

In the first place, it was a new thing, a strange and unusual kind of a vegetable, and people hadn't much faith in it. Then those engaged in producing the old-fashioned sort of vegetables said the new vegetable would not grow and wouldn't be fit for anything if it did, and they laughed derisively or sneered scornfully. There were those, however, who had faith in it and who prepared the ground, sowed the seed, and are now harvesting the crop. And you'd be surprised to know what the yield is.

When the Inspection Bureau was first proposed we believed that ninety-nine lumbermen out of every hundred thought the scheme impracticable. A majority of them were willing to concede it would be a good thing if it could be made to work, but they didn't believe it could be made to do so. It was probably just as well that such an impression prevailed, for there

was a strong minority in the trade, which, had its members believed it could be made to work, would have opposed it. As it was, they just jollied it along and let it go. So that those enthusiasts who believed a National Lumber Inspection Bureau could be established and made a success were allowed to go ahead in the name of the National Hardwood Lumber Association, with the understanding, however, that it was not to cost the National association any money. They were to entail "no financial obligation upon the National association."

It looked to the average lumberman like a pretty large undertaking to attempt to establish an Inspection Bureau in the face of almost universal skepticism, no money and no opportunity for private gain for the promoters. But the enthusiasts never hesitated. No difficulty daunted them, and no obstacle made them afraid, and the fact that the Inspection Bureau stands today an assured success, created from nothing in so few years, is a monument to the shrewdness, enterprise and business capacity of its promoters. As an exhibition of public spirit it is without parallel in the lumber trade.

For the Inspection Bureau is an assured success. It has been amply demonstrated that with the present plan it is only a question of securing the services of competent inspectors for national inspectors. In many localities such men have been secured, and the Inspection Bureau is working like a charm.

The chief difficulty has been to secure competent men for inspectors. Such men as the National association must have—men of character and practical ability are usually employed at good salaries, and having no money to pay them with, it has been uphill work to secure them. It would seem impossible, but a number of them have been secured; most of them are doing well and will do better.

Another serious obstacle has been that in some kinds of woods the inspection rules are not satisfactory to the trade. That is a handicap which should be removed, if possible, and as soon as possible. It is a difficulty which the Inspection Bureau committee cannot overcome, as it has nothing to do with making the rules.

In spite of all difficulties and handicaps, however, the work of the Inspection Bureau is increasing at a rate which taxes its present capacity to handle. Last year's business was a flattering increase over that of the year before, and this year promises to be four or five hundred per cent better than last. At anything like the present rate of growth the Inspection Bureau will soon be handling a large percentage of the hardwood lumber of the country.

One curious development of recent months is that some fault is being found with Mr. Wall that he hasn't inspectors located all over the country. Some concern down East will write that it wants to buy on national inspection, thus avoid-

ing the expense of sending a man to take up the lumber, but doesn't find inspectors where it needs them. The best Mr. Wall can do is to tell them to have patience until he can get around.

One of the largest manufacturers of the South is putting it on all his stationery that he furnishes a bonded certificate with every shipment, but he has shipments enough to keep a national inspector busy every day the year around, and on occasions two or three of them. We believe he will find this profitable and that other shippers throughout the South will fall in line. Throughout Michigan that plan is used to a large extent, some of the largest concerns having "national inspection and bonded certificate" printed in their contract forms.

There are many in the trade who are located where, for one reason or another, the Inspection Bureau has not made much progress, and they do not understand nor appreciate the progress being made. Without money to operate with, it is not possible to cover the whole territory at once, but the bureau is progressing surely and satisfactorily.

It is better that it has been organized as it has and has had to make its own way. Its success under such circumstances is evidence that it is working on correct principles. The mistakes it has made, and it has made some, are made in a small way; wisdom, is coming with experience, and, taken all around, the Inspection Bureau is growing as rapidly as it can grow and keep strong and healthy.

DOES ADVERTISING PAY?

Mr. F. H. Cass, lumber agent of the C. & E. I. Ry., wrote us a letter several weeks ago, in which he made a joking allusion to Hopkins shipping dogwood. We published the letter and a few days afterward Mr. Cass got the following letter. We republish it as a sample of the quick returns all our advertisers get, and also to help our readers who have any dogwood or persimmon to find a market. We hope also to assist Friend Whitehead to put a crimp in the trust. Following is the letter:

Mr. F. H. Cass, Chicago, Ill.

Dear Sir:—I saw a brief note in the Chicago Hardwood Record which has led me to address you. It is with reference to "dogwood," which you will have read. A new company of considerable capital having been formed for the manufacture of shuttles, I have been directed to look up a supply of shuttle blocks, both persimmon and dogwood. The usual source of supply in North Carolina being at present controlled by the shuttle trust, can you inform us where we can get the blocks, already seasoned and cut? As yet I do not know the specific sizes, but expect to in a short time. The blocks, I understand, have to be cut, dried and the ends dipped in hot rosin to prevent checking. Can you direct me to someone conversant with the business or to someone who has the supply of seasoned persimmon or dogwood on hand? Thanking you in advance, I remain

Yours very truly,

JOHN B. WHITEHEAD.

10 Round St., New Bedford, Mass.

General Hardwood Conditions.

A SELLER'S MARKET.

The hardwood lumber situation is strong. In fact, we fear that it is getting too strong, or, in other words, that we are getting in a condition that may lead to such an overproduction as followed the boom times of 1899. In almost every line prices have reached as high level as they did in 1899 and it seems that the end is not yet. The demand continues very large, stocks of lumber very light and the prospects for a large production in the near future are not bright. It would be a good thing if some organization might be effected in the hardwood trade whereby this frequent shifting from a period of scarcity to a period of overproduction might be avoided.

In the oak market the situation has grown much stronger since the first of the year and prices have advanced anywhere from \$1 to \$5 a thousand. This condition is largely due to the fact that during the dullness of last summer the manufacturers of the South made but little attempt to provide a supply of logs to run them through the wet season.

Last summer and fall the conditions throughout the oak producing section of the South were very unfavorable to the producers. Their lumber was selling at prices which left little or no margin of profit, and as that condition had existed for some time, they made little or no effort toward getting in their usual supply of logs. The result is that their dry lumber is now exhausted, their log yards empty, many of their mills shut down, and little prospect for active operations until the ground dries out next summer. Then it will take 90 days at least for the lumber to get in shipping condition, and until that time we can expect a very strong market for oak. We hope prices will go no higher, but fear they may. It is now shown that the wise thing for the oak producers to have done would have been to use every effort to put in logs last fall. It is to be hoped that they will not become excited over the conditions at present and go to the other extreme, bidding up the prices of logs to make lumber which will go a-begging.

Of poplar there is not much to be said. The supply, present and prospective, is much below the normal, and not nearly equal to the demand. What the result will be is hard to say. That the present high prices will be advanced is beyond question, but as to how far the advance will go we do not presume to say. Cottonwood is in fair supply, but the prices are very strong and advancing. Basswood is practically out of the market, the supply being exhausted.

The situation in Michigan is growing stronger every day. The best information obtainable, from both dealers and producers, indicates that the season's supply will be much short of last year's cut. The sudden disappearance of snow in February

cut logging operations down materially and that there will be a shortage is conceded by nearly everybody. Estimates as to what that shortage will be vary considerably. There will probably be enough stock to go around, but there will be no burdensome surplus. The excellent letter published herewith, from the Kelley Shingle Company, dealers, of Traverse City, Mich., constitutes, we believe, a very fair statement of the situation.

We wish to call the attention of our readers to the letters published herewith. They are from representative lumbermen, covering the different sections and branches of the trade pretty thoroughly; they are from conservative and well-posted firms and should enable the average lumberman to get a pretty good line on the situation. Mr. Yeager of Buffalo sounds a warning which we hope our readers will profit by. That is that overproduction as the result of present high prices should be avoided. The market at present needs no hoisting. It has gone beyond the power of a newspaper report to aid or hinder. The Record expected this condition and told its readers it was coming, and did everything it could to have them prepare for it, and hasten its coming. Now, however, we feel it our duty to put on the brakes and from this time forward we will advise them to guard against overproduction in the near future. There is no reason why the price of hardwood lumber should not be maintained at something like the present figure. The stumpage is getting less every year and hardwood lumber is worth the price it is bringing.

Following are the letters which we commend to your careful consideration:

Memphis, Tenn., April 9, 1902.

Replying to your favor of the 7th, will state that we have been agreeably surprised at the volume of trade in our business since the first of the year. As usual, when orders are plentiful, stocks are very low. We have a large number of unfilled orders on our books, and we are going to experience considerable difficulty in filling them, unless we are favored with a nice spell of weather so we can replenish our stock. We have had a very severe winter, which has prevented us from filling orders promptly.

The first three months of this year beat former records, and we hope to be able to continue the good work for the balance of the year. Yours truly,

I. M. DARNELL & SON COMPANY.

* * *

Traverse City, Mich., April 12, 1902.

Replying to yours of the 7th. In regard to the condition of the trade at the present time, there is only one complaint that we have to offer, that is our inability to secure the stock to take care of our orders. We started in the first of the year with something over 20,000,000 feet of dry lumber and our stock of dry lumber is practically all exhausted and we are unable to secure a sufficient amount of stock to fill our orders, and we believe that this condition is general with all the wholesale dealers in this territory. There is practically no dry lumber at the mills and the cuts are all contracted and every indication is

that there will not be a sufficient amount of stock of the new cut to supply the demand. The market prices are very firm at the mills, and, in fact, where they have stock that one is looking for, a matter of price is a secondary consideration and we believe with the strong demand that lumber is certainly going to advance considerably above the present prices.

Yours very truly,
KELLEY SHINGLE COMPANY.

* * *

Cincinnati, April 8, 1902.

In reply to yours of the 7th, relative to conditions of the market at this time and prospects for the future.

Now, as to present conditions, we are getting all the business we can handle, are putting in more machines, adding to our capacity, but cannot make one-half as much siding as our customers require. We are simply doing the best we can and continually urging our customers to cut down their orders for beveled siding as much as possible, so as to accommodate as many as we can.

The Farrin-Korn Lumber Company are building a fine large planing mill, which will be in operation by May 1, which will relieve our mill of their work and put them in the best possible shape to fill their orders for cottonwood beveled siding and gum flooring. They are building up a fine trade on these specialties.

Prices for poplar lumber are as high as I ever knew them to be, and while many manufacturers claim they will be much higher, it is my opinion that they will remain about as they are. I do not want to see them go higher.

Stocks of dry lumber are not plentiful and cannot be until July 1 or later. The roads in the South have been very good for hauling lumber out from portable mills, so there is not the usual rush of stock to market that is usual after the roads have settled in the spring, and the river mills are at least six weeks late in starting to sawing, so that dry stock from this source will be that much late.

Our booms at our Kentucky mills are full of a fine lot of logs that we have paid a fancy price for, as we will endeavor to confine our operations as much as possible to the higher grades this season and let someone else handle the lower grades. Our reason for this is that in our opinion the higher grades of poplar will follow to a great extent the higher grades of white pine. They are surely climbing and we think will continue to do so, while the lower grades are governed largely by the conditions of other cheaper woods and subject largely to local influences.

As for oak, it is in good shape, and while it will not advance in price materially this season, it will be in good demand, good supply, and at good, fair prices for both buyer and seller, which is more to be desired than a changeable market.

Very truly yours,
M. B. FARRIN LUMBER COMPANY.

* * *

Pittsburg, Pa., April 10, 1902.

We have your esteemed favor of the 7th and contents noted. In reply would state that the outlook for 1902 is exceptionally satisfactory to us.

While the scarcity of stocks at the mill and the rather high prices asked for hardwoods of all kinds has its effect on trade, still, the demand is unusual and it is not as difficult to obtain high prices as might otherwise be the case.

The inability of the railroad companies to properly handle shipments is very disappointing and the cause of no little annoyance to the lumber trade generally.

While some items are moving rather slowly, hardwoods in general are in good

demand at fair prices. Just at the present time our strongest sales are on poplar, especially on the upper grades and on worked stock.

From the present outlook the year is going to be a very satisfactory one, providing prices do not go to a prohibitive point. Yours very truly,

AMERICAN LUMBER & MANUFACTURING COMPANY.

* * *

St. Louis, Mo., April 8, 1902.

We have your valued favor of the 7th, and in reply will say that we have no fault to find with business at all. It is simply a question of getting stock and not selling it at this particular time. The hardwood timber proposition seems to be getting into stronger hands and we think it would be well for the owners of timber and those that pile large quantities of hardwood to get together at the hardwood convention to be held in St. Louis on May 15 and advise with each other as to the future conduct of the marketing of the stock. The time has passed, we think, when the individual is smarter than the organization. Yours very truly,

F. H. SMITH LUMBER COMPANY.

* * *

Buffalo, N. Y., April 11, 1902.

Replying to your favor of the 7th inst., in my opinion the hardwood lumber business is in a very healthful condition at the present time.

The general demand is good, prices satisfactory, and the supply just about in keeping with the demand.

From present indications I do not believe any further advance of prices can be expected, as new cuts of stock are now coming in which will add to the supply, while there is no likelihood of a material increase in the demand during this season.

One thing to be guarded against is overproduction, otherwise a repetition of the slump of 1890-1900 can be looked for. If a little good judgment can be exercised in this direction (although this is a hard proposition) fair prices can be maintained for a long time to come.

I think perhaps some of the high prices which exist to-day on certain kinds of stock may possibly recede slightly later in the season, but I do not believe there will be any general decline.

Yours very truly,
O. E. YEAGER.

* * *

Richmond, Ind., April 15, 1902.

As to the trade situation with us, we find it exceedingly good, having been on a steady increase for the past three months, and to such an extent causing our stock to be considerably broken and decreased, not being able to keep sufficient quantities on hand sufficiently dry to meet demands of our regular customers. We are not the only ones meeting with this condition, but our neighbors far and near have met with the same effect and do not see of any abatement soon. Prices on all stock, both logs and lumber, have advanced materially, and we sincerely hope that they may not advance to such an extent as to cause any great slump in the market. We anticipate continued shortage of dry stocks during the season. Those having dry stocks will surely receive their prices. Yours truly,

C. & W. KRAMER.

* * *

Chicago, April 17, 1902.

Replying to your favor of the 7th inst., would say that business in the hardwood line in Chicago has been very good since January 1. The demand has been good and steady, with prices advancing. The greater part of the Chicago dealer's atten-

tion is now being devoted to the buying end of his business. We find stocks in the country short, and desirable lumber hard to find. We look for a good, steady business throughout the year, with prices fully maintained at their present level, if they do not go higher.

Yours truly,
VINNEDGE BROS.

POPLAR MEETING.

The scarcity of poplar lumber and the short crop of logs for the coming season has caused some of the poplar producers to issue the following call for a meeting:

Cincinnati, O., April 10, 1902.

At an informal meeting of a number of saw mill operators (whose chief product is yellow poplar), in discussing the situation, the fact seemed to be established that the output for 1902 would fall at least 40 per cent short of 1901. This shortage, together with increased cost of supplies and labor, and the further fact that the upper grades of white pine, which is our chief competitor, has advanced \$10 per thousand under short crop and fierce demand, it was thought the time had arrived when we should decide what was the proper and legitimate value of our product after having the matter discussed by those vitally interested from all the producing centers. To this end there will be a meeting on Thursday, April 17, 1902, at the Phoenix Hotel, Lexington, Ky. This point was chosen as it was thought to be more central than any other for all parties concerned. There has not been a general meeting of those who produce poplar for sometime, and while we appreciate the fact that we are all very busy men, we believe a day spent on this mission will not be lost by any means, and therefore urge you to have a representative present.

Will you kindly advise if you will be there with any suggestion which you may consider as opportune?

This action of the poplar men is indicative of the growing tendency of the large producers of lumber to get into closer touch with one another, and we expect to see the day when the price and production of most kinds of hardwood lumber will cease to be left altogether to chance.

In a letter from F. H. Smith, published elsewhere, is an excellent suggestion, that at the annual meeting of the National association it would be a good plan for the large producers and those dealers who pile large blocks of hardwood lumber throughout the South, to get together and talk the situation over. Nothing but good can come from such a meeting.

A large logging barge to operate on the Tennessee River has been constructed by the Clover Logging Company of Guntersville, Ala., to handle the increasing timber trade along the river.

A large tree, half oak and half black walnut, is a curiosity on the timber lot owned by E. C. West in Ohio Grove, three miles southeast of Sycamore. Old woodmen say they never before heard of the same freak of nature. The body of this tree is twenty-two inches in diameter. A short distance from the ground are two branches, the one of oak being fourteen inches in diameter, and the other of walnut being somewhat smaller.

The Man About Town.

A SCRAP OF RUBBISH.

There is a rubbish room in my mind filled with the dust-covered frames of things that I have begun and expect to finish some day, and peopled with the ghosts of projects I hope to carry to completion when I get time. It is a curious place, marking the different stages of my mental growth, from the kite-making period of my boyhood to the present time.

There is the water wheel, constructed, on a new principle, all completed but one paddle; a patent reversible derrick, which failed to work; and a half-learned tune which I used to play upon the flute. There, too, my project for becoming president hobnobs with my project for becoming a millionaire, and the book I had meant to write lies in the palace I had intended to build.

That the room is so full is not, I believe, so much an evidence of flightiness or lack of continuity on my part as it is of the proneness of certain people to undertake that which they are totally unfitted to carry through; to a desire to achieve, not what one is fitted to achieve, but that which, if achieved, would bring riches and fame and the opportunity to have an easy, restful time the balance of their lives. That was always the motive in all those abortive undertakings—that I might, by some sudden stroke, rise to a place where I wouldn't have to work any more unless I wished; and it is just as well probably that I gave them up.

If I had pushed my water wheel to completion it might have revolutionized things and thrown a lot of people out of work; my derrick might have dropped a load and killed a lot of people; and the world would probably not have been any better or happier had I continued to play the flute.

I judge that most men who have reached the age of forty have such a rubbish room and are willing to concede that they have not time now to finish any of the undertakings, and that none of the projects will ever be carried out. And they realize that most of the undertakings had better been let alone and most of the projects never entertained.

A good many men are like young Mr. Peterkin, who, having arrived at man's estate, and cast about for some congenial and lucrative employment, decided that he would write a book. Being a young man of nice taste and methodical mind, he made thorough preparation. First he selected a pleasant room with just the right light and furnished it handsomely and in excellent taste. He provided himself with a mahogany table and swivel chair, and paper, pens and ink of the best quality.

Then he sat down to his mahogany table, in his swivel chair, pulled his excellent paper before him, dipped his first-class pen into his high-priced ink—and then couldn't think of anything to write about.

It takes long and arduous training before a man may do any good at writing books or being president, but a young man has to "projeck" around a good deal before he finds that to be the case.

When a man has reached forty and has settled down to a grim, determined struggle against a fate which seems to have destined that he shall die in a poorhouse, overhauling this rubbish makes him grin.

* * *

Amid this ghostly, musty, dusty company, I have, of late, detected a new face. It is the disembodied spirit of a project to write a history of the hardwood lumber trade.

I believe I'll do that some day—when I have time.

There is material in the richest profusion. The evolution of the hardwood business is unique in commercial history. It is a new business, grown to gigantic proportions in a quarter of a century, and in its rapid development there is much to interest, amuse, instruct and entertain.

The early history of the trade was largely made by a number of shrewd, enterprising, resourceful men, who, buying their stock largely from backwoodsmen and farmers who knew but little of business methods, or of the value of their product, and forcing a market for it among consumers ignorant of its cost, with no established rules for grading, had an almost unlimited field for manipulation and for shrewd, sharp practice. That they improved such opportunity is beyond question. Most of their dealings were legitimate, but it pains me to state that some were not.

But for all they cost the trade they much more than made amends. They created the hardwood business and gave value to timber which before had only cumbered the land.

They were as bright and capable a lot of men as this or any other country ever produced. The very nature of their business sharpened their wits and developed force and originality. They had no established customs or precedents to guide them; everything depended on quick wit, nerve and adaptability, and while I would not attempt to justify many of their acts, there is much to be said in their favor. The reverse side of their character has been held up to public view so often that some people don't know there is any other side.

It may be that if their critics had the opportunity to buy lumber for \$15 a thousand and sell it for \$30, they wouldn't do it, but they will have to show me before I'll believe it.

Much of the lumber they bought in those days, although made from good logs, was so poorly manufactured as to be nothing but culls. That conditions were such that they could sell it for common or firsts and

seconds probably placed a moral obligation upon them to pay the manufacturer for the higher grade, but—well, average human nature isn't built that way. Extremely upright and honorable men, such as you are, dear reader, and as I am, would, of course, have gone right back to the manufacturer and given him everything over a 10 per cent profit. Of course we would, but we must make allowance for the weaknesses of the average man.

And that was the head and front of their sinning—that they were able to buy their stock very cheap from the producers, because it had never had any value before, and by finding a market for it among those who had no idea of its cost were enabled to make truly remarkable profits.

That the opportunities were so great as to tempt some to downright fraud and dishonesty is true, but there was a half-humorous impudence about their rascality, which, when related to-day, when the bitterness has gone, cannot but bring a smile to the face of the man who has been about in the world and wandered to and fro upon the face of it.

The foregoing was suggested by the conversation of a number of hardwood lumbermen who gathered in my office the other day and fell to discussing the "old-times."

Here are some of the stories they told. As some of the characters in the stories are still living, the names used are fictitious.

* * *

There was a saw mill man, once upon a time, who operated a saw mill in Indiana—a good little mill that made good lumber.

After selling here and there for a while, he finally secured a customer in a yard dealer in Chicago. This dealer was prompt pay and wrote mighty fine and complimentary letters. There was always a shortage, though, of from \$10 to \$20 a car, according to the grade of lumber. On a car of low-grade stock, the reduction would not exceed, probably, \$10; on high-grade stock it sometimes ran as high as \$25.

But the check always came back so promptly and accompanied by such a polite and regretful letter, and the amount of reduction was always too small to pay to follow it up; and so the saw mill man continued to ship.

Finally, after doing business with the dealer for several years, the mill man loaded a car at his station, got the bill of lading and mailed it with invoice to his customer.

In a few days the check came, with the usual letter.

The car had been received, the letter said, and as usual the lumber was well made, but it had fallen short a few hundred feet in measure, which, with a small amount of culls found, made it necessary

to deduct \$10 from the invoice. The dealer trusted that the settlement would be satisfactory, and that he would continue to ship, being a little more careful in the future.

Immediately upon receipt of the letter, the mill man went to Chicago and called on the dealer and was received very cordially.

"I see," said the mill man, "that my last shipment was not entirely satisfactory."

"Well," said the dealer, "not entirely. Not entirely. Very good lumber, as all your stock is, but a trifle short in measurement and some boards that were unmistakably culls. I looked the stock over myself and it was just as I tell you."

"Are you certain it was my lumber?"

"Oh, yes! Saw it taken out of the car myself and noticed the car number."

"Well," said the mill man, "it's funny, for the car is still standing on my switch. When they went to pull it off the side-track it broke down and is still there."

There wasn't much more to be said. It seemed the dealer had, after several years' experience with the shipper, gained such confidence in his methods that he had formed the habit of deducting as much from the invoice as he thought the shipper would stand, and sending him balance without measuring or inspecting the stock at all.

The man telling the story said that the shipper then and there made the dealer pay him for all the reductions made since their dealings began.

Knowing the old-time dealer as I do, however, I hardly think that probable.

* * *

"That reminds me," said another, "of an experience I had when I was an inspector on a Chicago yard a good many years ago. We had a customer in the factory trade whose inspector would always, no matter how good a grade you sent him, send back a few pieces from every load. Did it to make a showing, I suppose.

"We got an order one morning to deliver him 100,000 feet of common oak. It was a fine lot of stock, well manufactured and bone dry, but when the first wagon came back there was the usual amount of ten or a dozen pieces sent back.

"I'm not going to stand that," said the foreman, "that lumber is all right."

"So he told me to mix the boards sent back through the next load. This I did, marking them in a way that I would know if they were returned.

"When that wagon came back there was the usual number of pieces returned, and only two of the marked pieces in the lot.

"We kept that up all day, and along late in the afternoon the boss came out. A wagon was just pulling into the yard with about a dozen boards upon it.

"Where does that come from?" he asked.

"It comes from So-and-So," said I. "He always sends back about that much. He's been at it all day."

"The boss began to get mad.

"Where are you putting it?" he asked.

Col. Dutton Takes To the Lakes Again.



The cut herewith is from a portrait of Col. W. B. Dutton, the well known Racine hardwood lumberman, as he appears as a member of the governor's staff. Recently, however, he appeared in another capacity which the picture does not tell about. The first of the month the schooner Ottawa made her first trip of the season. She was chartered to the Colonel to bring over a cargo of lumber from Frankfort, Mich., but only on the express condition that he would sail on the ship as first mate. Thirty years ago the Colonel was a sailor and navigator of some note, and being anxious to receive the lumber, he agreed to enact the old role once more. When the boat cleared there was a number of friends on the dock to bid him good-bye. They found him attired in the ordinary togs of an old salt, assisting to hoist the sails and giving orders the same as any old tar. The Colonel made the round trip without beaching the vessel and returned home within a week with his cargo, feeling the better for the experience.

"We are putting it back in the next load," I said. "He has been sending a little jag back on every load, but those few boards on the wagon are all that is left, and they'll go on the next load. When the order is all hauled out we will probably have a dozen boards left and I don't know what we will do with them."

"Then the boss got mad and did what I have always considered a foolish thing. He went to our customer and told him the whole transaction and said he wanted such child's play stopped.

"The balance of that order went through all right, but one result of it was that the customer's inspector got fired and the man who took his place attended to his business right up to the handle and there wasn't near so much profit in the business.

"I have always thought the boss made a mistake. You always do when you go to educating people.

"The thing was working all right, and when a thing is working all right, let it alone, say I."

* * *

But the stories were not all on the dealers. The worst in the lot was on a saw mill man. I cannot vouch for its truth, because I had heard it before and it was located at a different market. It probably has some foundation in fact, however.

In a certain large manufacturing center in the South, where a great number of logs comes down the rivers each season, there operated a certain manufacturer of lumber. He made contracts with loggers up the river, for logs at a certain price delivered in his boom. When they were so delivered the manufacturer always scaled them himself. They always fell short of what was expected, but, watch the scaling how they would, the loggers could never see but it was perfectly fair. Until, after

a number of years, in a fit of absent-mindedness, the manufacturer gave himself away.

It was all in the rule. The manufacturer had a specially constructed log rule, the hook of which was arranged with a spring. In measuring logs in the level, where the hook was exposed, it measured like any other rule; but in measuring logs in the river, where the hook was stuck down under the muddy water and could not be seen, a steady pull would cause the spring to stretch an inch or two, enabling the manufacturer to gain that much on every log so measured. It was an ingenious device and this is how it was discovered:

A rise in the river brought a fine lot of logs into the manufacturers' boom and with the logs came the logger. This logger had done business with the manufacturer for a number of years, and on this occasion, as was their custom, the two men got into a skiff and rowed to the outside of the boom to begin scaling.

The current was swift, and as the skiff did not come up to the logs as the manufacturer wished, he caught the hook of his rule in a log and gave a pull to bring the boat alongside.

As he pulled, the spring worked, and about two inches of well-oiled brass showed between the hook and the rule. He hastily disengaged the hook, the spring closed up, and he turned to see how much of the performance the logger had seen.

He had seen it all.

"I reckon," he said, "we had better go back to the office."

So they went back to the office and the logger estimated his shortage for several years back—a good, liberal estimate, too—then tacked on a right smart of money he thought might come handy some time, and

got a check for it, on the understanding that he would say nothing about it.

The story got out, however, and other victims came onto the man until he was finally forced to leave the country.

* * *

"But of all the measly tricks I ever saw played," said another man, "the one that old man Farley played was the worst.

"It was back in the old walnut days, and he had been shipping out a lot of walnut from a certain place and had accumulated a lot of clear shorts, and he put his wits to work as to how he might dispose of them to good advantage.

"Finally he loaded them into a car in such manner that their shortness didn't show. He covered them with a couple of courses of nice long boards, and when he was through the car appeared, just from looking in at the door, to be loaded with as fine a lot of stock as you could wish.

"He brought the car to Chicago and took a dealer here out to see it. He had to get out of town that night, he said, and wanted to lump the car off. After some dickering, and running a few of the top boards down for inspection, the dealer bought the carload as it stood at something like \$450. The deal was closed, the check given and the men parted, both well pleased with their bargain.

"Then the dealer sent a team to bring the lumber to the yard. In a short time the man came back with a few hundred feet of 14-foot boards in his wagon.

"Why didn't you bring a load?" asked the dealer.

"If you want the balance of it," said the teamster, "you'll have to send a wagon with a box on it. There isn't a piece left that is over 6 feet long."

* * *

It's a far cry from those days to the present, however, and it is getting farther all the time. I don't mean to say that all or even any large portion of the business even in the early days was done on a basis of trickery. Most of it was done on a fair, legitimate basis, but in writing a history of the trade enough of such instances could be cited to break the monotony. And I'm going to write that history some day—when I get time.

A CHANGE IN LOCATION.

The American Lumber & Manufacturing Company of Pittsburg, Pa., found it necessary to enlarge their office quarters. They leased the entire second floor of the Publication Building at 209 Ninth street, some time ago, and had it remodeled to suit their convenience. The following invitation, neatly printed on what our lumber expert says is a thin basswood veneer, was received at The Record office:

AMERICAN LUMBER & MFG. CO.
cordially requests your presence at the opening of their new offices, occupying the entire second floor "PUBLICATION BUILDING," 209 Ninth Street, Pittsburg, Pa., Saturday afternoon, April twelfth, One to four o'clock.

An Honored Member Appreciated.



OUR FRIEND BILLY SMITH.

The following extract from a Cairo exchange indicates that W. E. Smith, the able and popular manager of the Three States Lumber Company, better known to the hardwood trade as "six-inches-and-up" Smith, is appreciated in other than lumber circles. The Cairo paper speaks of Billy as being eloquent and anyone who has heard him plead for first and second cottonwood to be made six inches and up in width, will not contradict the statement. The Cairo paper says:

At a meeting of the Cairo Lodge No. 651, B. P. O. Elks, last evening the second annual installation of officers was held and in all the meeting was one of the largest and most enthusiastic which has been held since the lodge has occupied its new quarters on Commercial avenue. Cairo lodge, although young, is acknowledged as one of the best in the state, and its roster shows the enrollment of Cairo's most prominent business men.

After the initiations the work of installing the new officers was taken up and the services were conducted by the retiring exalted ruler, W. E. Smith, who in his own eloquent manner made the services impressive and beautiful.

The newly-elected officers who took their places after the installation were:

Charles Fuechter, Jr., exalted ruler,
H. S. Antrim, esteemed leading knight,
B. McManus, Jr., esteemed loyal knight,
Charles Carey, esteemed lect. knight,
W. H. Mouray, secretary,
J. H. Galligan, treasurer.

Mr. W. E. Smith, the past exalted ruler, who was relieved from the duties of the chair after fifteen months of faithful service, was surprised, and in a way shocked, when Hon. Reed Green arose and in language of his own caused Mr. Smith to feel that his services were not appreciated by the lodge, and for a few minutes as the roasting proceeded, caused a look of anxiety on his face, but it soon cleared away when the spokesman stepped forward and in behalf of the lodge pinned on the lapel of Mr. Smith's coat a beautiful emblem, consisting of a massive elk head of gold surrounded by thirteen diamonds with the inscription of "Past Exalted Ruler," name and number of his lodge. At this juncture Mr. Smith stood amazed, and the surprise which had been arranged so quietly by members of the lodge was such that it was some time before he could find words to express his feelings of thankfulness to his brother elks.

The Cairo lodge has made wonderful advancement since its organization, and as the result of unceasing effort on the part of the members has a very fine home and clubrooms which are a credit to the city and lodge.

A CHANGE OF NAME.

The incorporation of the Himmelberger-Harrison Lumber Company, as announced in our last issue, was formed to succeed to the business of the Himmelberger-Luce Land & Lumber Company of Morehouse,

Mo. The business will be under the same management and continued along the same lines as heretofore. Mr. J. H. Himmelberger is president of the new company. Mr. W. H. Harrison, vice-president and treasurer, and Howard Rule, secretary.

LOCAL GOSSIP.

A. J. McCausland, of the A. J. McCausland Lumber Company of this city, is in the South buying hardwood stocks.

* * *

Fire at the Johnson chair factory of this city caused a loss of nearly \$90,000 on Monday of this week. This is the fourth time within that many years that the Johnson Chair Company have been visited by fires. The last one, it is charged by the officers of the company, was of incendiary origin.

* * *

The Carter-Munro Lumber Company, a local hardwood concern, have dissolved partnership, Mr. Carter retiring. Mr. Munro will continue the business, but probably on new lines.

* * *

Vinnedge Bros. have about completed the erection of their new saw mill. It is an eight-foot band mill, fully equipped and will be ready for business by the first of May.

* * *

The E. Sondheimer Company have rented 100 feet deck frontage across the slip from the McCormick Harvesting Machine Company's plant, or a part of the ground formerly occupied by the Edward Hines Lumber Company. They will receive about 15,000,000 feet of maple there during the season, besides a proportionate quantity of other Michigan hardwoods.

* * *

The Record is in receipt of a neat pocket lumber scale conveniently arranged within a celluloid case, with compliments of W. B. Dutton & Co., Racine, Wis.

* * *

W. O. Washburn, Chicago manager of the Reeves Pulley Company, was elected to the town council at Western Springs, one of the most popular of Chicago's suburbs, and where Washburn lives. Mr. Washburn is not all business, though you might think so to see him at 68 South Canal street, but he likes to meet the boys at the corner drug store out at Western Springs of evenings, and solve the problems of the country.

* * *

The Covel Manufacturing Company, the filing room machinery makers at 8 and 10 South Canal street, have found the demands of a growing business will necessitate additional manufacturing room, and have consequently leased another floor in the building which they now occupy.

* * *

Mr. F. H. Smith, president of the National Hardwood Lumber Association, and leading lumberman of St. Louis, was in the city this week in consultation with his partner in the Hardwood Export Company of Mobile, Ala., Mr. Fred Uplam. Mr. Smith has made the National Association a most excellent, able and painstaking president. His business interests are very large, including a large manufacturing plant at Mobile, a wholesale business at Cairo and his big wholesale and retail yard at St. Louis, but they are so well organized that

Mr. Smith is able to devote sufficient attention to the Association to make its success assured. From the day the Association was organized, Mr. Smith has been one of its strongest and most loyal supporters. Whether in the ranks or in the captain's tent, he has never missed an opportunity to push the work along. We believe that the records will show that he has attended more committee meetings, has traveled more miles and has spent as much of his time and money in association work as any man in the Association. Several years ago the writer was put on a committee with him to attend and represent the Hardwood Association at the Baltimore meeting of the Wholesale Dealers' Association. The writer went because he had a pass and because as a newspaper man it was necessary for him to be there anyhow, but Mr. Smith left all his business interests, paid his fare to Baltimore and back and spent two days boosting the National Hardwood Lumber Association. If there was ever a man who earned and deserved an office, Mr. Smith earned and deserved the office of president of the National Hardwood Lumber Association.

* * *

Mr. H. C. Jackson, sales agent for the Michigan Maple Company of Grand Rapids, Mich., was in Chicago a few days last week, looking after business and visiting his family. Mr. Jackson reports the affairs of the Michigan Maple Company as being in a satisfactory condition. They are not pushing their stock at present very hard, for a large portion of it is already sold, and as there promises to be a shortage in production this year, the Michigan Maple Company believe they can make as much money by waiting. Mr. Jackson makes them a most creditable and efficient representative.

* * *

Mr. T. J. Christian, of the Fullerton-Powell Lumber Company, of South Bend, Ind., was in Chicago last Monday, on business. He reports lumber stocks throughout the South very scarce, but says that their company has still a good supply. The Fullerton-Powell people did a very wise thing by starting in to buy early enough to get the full benefit of the recent advance in prices and they will certainly make a lot of money this year. Tom says that Chas. Barnaby's lumber is as fine as silk and that his company is well pleased that they secured the output of his Greencastle mill.

* * *

Mr. A. B. Nickey, the veteran hardwood lumberman of Princeton, Ind., was in the city last week and called at the Record office. We do not know of any man in the hardwood trade who has made as much money cutting hardwood lumber as has Mr. Nickey. His attention has been devoted almost entirely to manufacturing, doing but little business as a dealer. He understands the saw mill business about as thoroughly as it is possible for anyone to understand it, and has made it a great

success. He says, however, that the business is entirely different from what it used to be. The Indiana manufacturers must depend on buying most of their logs from the farmers, a tree here and a tree there, and the farmers have an exaggerated idea as to the value of their timber. Mr. Nickey says that the farmer's entire family will figure on what a few trees will bring. The matter will be discussed in the family circle and when the saw mill man buys the trees, he certainly pays all they are worth. Under such conditions the making and marketing of lumber must be figured very closely to bring the manufacturer out with a profit. Not a scrap or piece can be wasted and making money in the saw mill business has become a scientific proposition.

* * *

Mr. J. S. Goldie, of Cadillac, Mich., accompanied by W. S. Johnson of Milwaukee, called at this office last week. They report the demand for Michigan products as being good and that prices have advanced considerably since the first of the year.

* * *

Mr. Chas. Starke of Arcadia, Mich., was in the city and reports a good demand for lumber, but that the Michigan log crop put in last winter is far below the average.

* * *

Mr. F. M. Possell, "Silver King" Possell, of Gage & Possell, of Cincinnati, was in the city last week, looking after some shipments.

* * *

Mr. Earl Palmer, of the Ferguson & Palmer Company, of Paducah, Ky., came up from the South and called to see us. Earl said that if we didn't quit making a note of it every time he came in he would quit coming. He says he comes because the Record office is a good loafing place, but that the folks at home accuse him of trying to get his name in the paper, so we told him we would not say anything about it, nor will we.

* * *

Mr. H. C. Christy, of the Kirk-Christy Lumber Company, of Cleveland, was an unexpected caller at the Record office. This is the first time we have ever met him outside of his office. His firm probably handles more hardwood lumber than any other firm in the United States. They handle everything in the shape of hardwoods that grows in this country, as well as a large amount of imported stock. In addition to the Kirk-Christy Lumber Company, Mr. Christy is largely interested in the Empire Lumber Company of Buffalo, is vice-president and director of two or three of Cleveland's banks, runs a large wholesale grocery business and can accomplish as much work in a day as anyone we ever knew. He is going to consolidate his various lumber interests into the Advance Lumber Company, with headquarters at Cleveland, and will add a large yellow pine department. This will not, however, include the Empire Lumber Company of Buffalo. We were glad to see Mr. Christy,

for he is a very intelligent gentleman, whom it is a pleasure to meet.

* * *

Mr. F. W. Vetter, manager of the Empire Lumber Company, above mentioned, was with Mr. Christy, showing him the sights of Chicago and introducing him to the Chicago trade. Mr. Vetter was in a very pleasant frame of mind because of the prosperous condition of the hardwood market. No one feels the advance in the price of lumber so much as does the manufacturer. An advance of from \$3 to \$5 a thousand means a great lift to his bank account. Where a mill is cutting an average of 40,000 feet a day, it does not take long to figure that an advance of even \$3 a thousand makes a nice little increase in the profits, something like \$120 a day. Mr. Vetter had a hard pull to bring the affairs of the concern to the present prosperous condition. No one who hasn't undertaken it knows what a task it is to put a big manufacturing plant on its feet down in the Delta country. Mr. Vetter accomplished this and is now reaping his reward.

* * *

The Tegge Lumber Company of Milwaukee, Wis., have increased the size of their yard at Milwaukee by adding another lot of ground. This move was rendered necessary to meet the requirements of their growing business.

* * *

Mr. O. O. Agler, president of the Chicago Hardwood Lumber Exchange, has been confined to his home for the past ten days by a rather severe illness. We are pleased to be able to report that he is improving.

ATKINS MILL SUPPLY CATALOGUE.

One of the handsomest and most complete catalogues that has ever come to this office has just been issued by the well-known saw manufacturing concern of E. C. Atkins & Co., Indianapolis, Ind. It is entitled their "Mill Supply Edition," and in the 423 pages which are required to tell its story, mill men may find succinctly and comprehensively arranged everything required for the entire equipment and operation of saw mills, planing mills, stove, heading and furniture factories, etc.

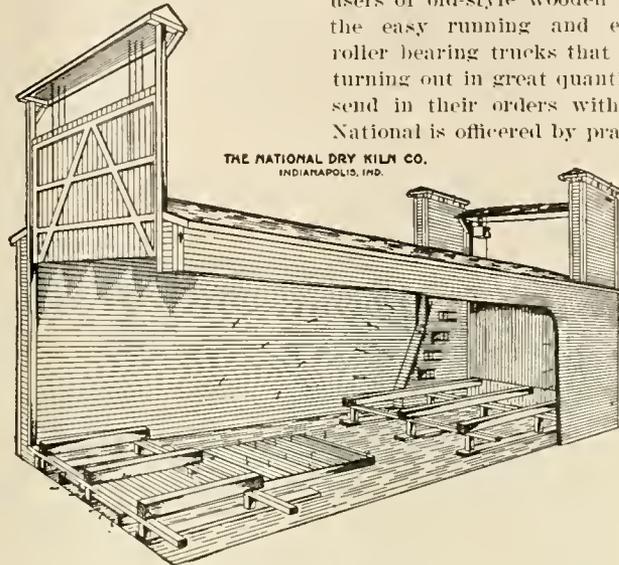
The catalogue is strongly bound in cloth and typographically it is a work of art. It is printed on heavy enameled paper and over a thousand cuts are used to illustrate the book.

Atkins standard saws of every description are shown, as well as special saws made only by this firm. The volume also contains a variety of technical information, rules for the care of saws, and other instructions of importance to sawyers and filers. Machine knives, belting (all kinds), packing, hose, pulleys, files, emery wheels, logging tools, filling room machinery and supplies, oil cans, waste, etc., in fact, everything required in the operation of a mill can be supplied by E. C. Atkins & Co. from their headquarters at Indianapolis, Ind., or their numerous branches located

in Memphis, Tenn.; Atlanta, Ga.; Minneapolis, Minn.; Portland, Ore., and New York City.

The catalogue is certainly a valuable one, and will, no doubt, be in great demand by the large users of saws and mill supplies.

Considering the fact that this is the second catalogue that this firm has put out this year, each designed to reach a different class of trade, the magnitude of the



THE NATIONAL MOIST AIR DRIER

business which justifies such an expense is something to cause one to pause in wonder.

THE NATIONAL MOIST AIR DRIER.

As the Hardwood Record is particularly proud of its new dress and wanting to tell of many good things, we are pleased to present to our many readers the coming hardwood drier. The National, whose advertisement appears elsewhere. The accompanying cut illustrates the simple, but unequalled National Drier—being devoid of engines, blowers and intricate air flues, it appeals readily to practical people. Lack of space in our new dress issue prevents dwelling at length on its many excellent features, but we are pleased to publish an up-to-date endorsement. The National has many others of a similar tone, and will be glad to mail catalogue and list of endorsers on application. The following endorsement is of particular importance to our readers, coming as it does from a hardwood user:

Office of

W. A. GARNO COMPANY,

Hardwood Flooring and Builders' Finish,
Fitchburg, Mass.
The National Dry Kiln Company, Indianapolis, Ind.

Gentlemen: Inclosed you will find our check for balance due on contract, and desire to say that we are entirely satisfied and more than pleased with the hardwood driers.

They work fine with exhaust steam and our oak comes out in first-class condition. We consider the "National" A1 in every respect, and you are at liberty to use our name as reference.

Anyone in this section that you are desirous of furnishing a kiln you may refer them to us, and they may look ours over, and we should be only too glad to show them and tell them all we know about it.

Yours truly,

W. A. GARNO COMPANY,

By W. A. Garno, President.

Our representative on his late visit to the Hoosier capital, found them rushed with many orders for shipment to all parts of the country, and, by the way, if the users of old-style wooden trucks could see the easy running and everlasting steel roller bearing trucks that these people are turning out in great quantities, they would send in their orders without delay. The National is officered by practical mechanics

and dry kiln builders, doing no guessing whatever, and are reliable in every respect.

The National is represented in the South by Mr. C. H. Beale, with headquarters at Montgomery, Ala., and at large by Mr. Jno. McKay. Both of these gentlemen have had many years' experience in selling all kinds of lumber driers and are, no doubt, known to many of our readers.

The National drier is rapidly gaining favor, which is fully proven by the large number of gratifying letters of endorsements they have on hand. In fact, they have outgrown their present quarters and are now preparing to move in large and well equipped shops, designed especially for their work and where they can arrange for their own railroad siding for handling in and out bound carload shipments.

If you contemplate the addition of lumber drier or remodeling old ones, would advise you to open up correspondence with these people.

The National has our best wishes as to their continued success.

CHANGE OF OWNERSHIP.

The partnership heretofore existing between Messrs. J. Randall Williams and Samuel Williams, under the firm name of Thomas Williams, Jr., & Co., lumber merchants, of Philadelphia, Pa., was dissolved by mutual consent on April 10. Mr. Samuel Williams has purchased the entire stock and will carry on the business as heretofore.

Fire caused a loss of \$20,000 in the lumber yard of Smith & Sowers of Columbus, Ohio, on the 6th inst.

NEW SINGLE CYLINDER PLANER.

The picture we are pleased to show our readers represents an entirely new and improved planing machine with a single cylinder. Planing and smoothing machinery is one of the most successful specialties of the makers of this tool, and this one is the latest and one of the best. It is designed for lumber mills, sash, door and blind factories, and wood workers in general, and is introduced on the market with the confidence that it will prove beneficial to those for whom it is intended, both as regards quality and quantity of work turned out.

It was patented December 19, 1899, and February 6, 1900, and attention is invited to these features:

1. Planes 24, 27 or 30 inches wide and 6 inches thick. The feed is driven from the cylinder; is powerful, steady and uni-

form, and under instant control of friction clutch, convenient to operator. Rate of feed can be furnished as desired.

2. Patent sectional feeding-in roll in four sections, with each section center-gear and gear driving downward. Each gear is independently raised and lowered for variation in thickness of stock. This ingenious arrangement allows stock varying $\frac{1}{4}$ of an inch in thickness of being worked.

3. Four powerfully driven feed rolls, upper feeding-out one raising and lowering parallel for different thicknesses. Rolls have sectional weights, insuring at all times perfect pressure on material.

4. Bar before cut is sectional to correspond with feeding-in roll; bar after cut is adjustable by hand wheel. Bed is substantial and easily raises and lowers on screws. Cylinder is of improved construction for insuring smooth even work. All adjustments are easily, quickly and accurately made.

Further particulars, cuts and terms can

ADVERTISING PAYS.

The power and effectiveness of advertising has never received a more compact, unequivocal illustration than in the short but startling history of the house of Walter A. Zelnicker, 408 North Fourth street. That is the only railway supply house in the world that has a regular advertising department, with a force organized to exploit the business of the concern in printer's ink. It is the fastest growing railway, factory and mill supply house in the United States. Quite a coincidence, isn't it?

Zelnicker believes in advertising. He not

only has faith in it, but he has put money into it. He has pushed it with vigor, with intelligence and with enterprise. He uses every form of publicity to promote his business. He knows his goods, what they are worth and where they are needed. He knows how to call the attention of buyers to him and his goods. He puts money, lots of it, into direct communication with the people he is after. His mail is enormous. Just one item—he sends out twenty-five thousand price lists every month. Then he mails thousands of leaflets, pamphlets, booklets and odds and ends of printed matter every week. He distributes novelties that are talked about. His First Building of the World's Fair created laughing enthusiasm all over the country and to-day, long after the supply had been exhausted, Zelnicker's mail is loaded with money offers for the little edifices. He plunges into trade journals. Full-page "ads." are his standard. Entire covers are what he wants when the occasion war-

rants. Nothing is too big for him when he wants to talk loud. He eats newspaper space. He uses a myriad of mediums to tell the buyers in his line what he has for them.

What is the consequence? Well, Zelnicker has only been in the business three years. He is as well known in the trade as if he had founded it. His progress has been marvelous. His growth has been unprecedented and unsurpassed. He came to St. Louis from Mobile, Ala., and started in with three employes. He planted his banner at 208 North Third street, next door to a competitor who had the largest similar establishment in the city. Hustling began on the instant and there has been no pause to the push. Now there are sixty people on Zelnicker's payroll. He has three city salesmen and a dozen traveling representatives. Four large branch offices look after his interests. They are in the Rookery building, Chicago; Townsend building, New York; Godchaux building, New Orleans and the Pioneer Press building, St. Paul. He did more business last month than he ever did before. He is building in East St. Louis the largest factory of its kind in this vicinity.

Zelnicker accomplished all this in three years. What a tribute that is to intelligent management and persevering advertising! What a glorious example of St. Louis enterprise and wide-awake hustling.—St. Louis Star.

MISSISSIPPI NEWS.

Meridian, Miss., April 8, 1902.

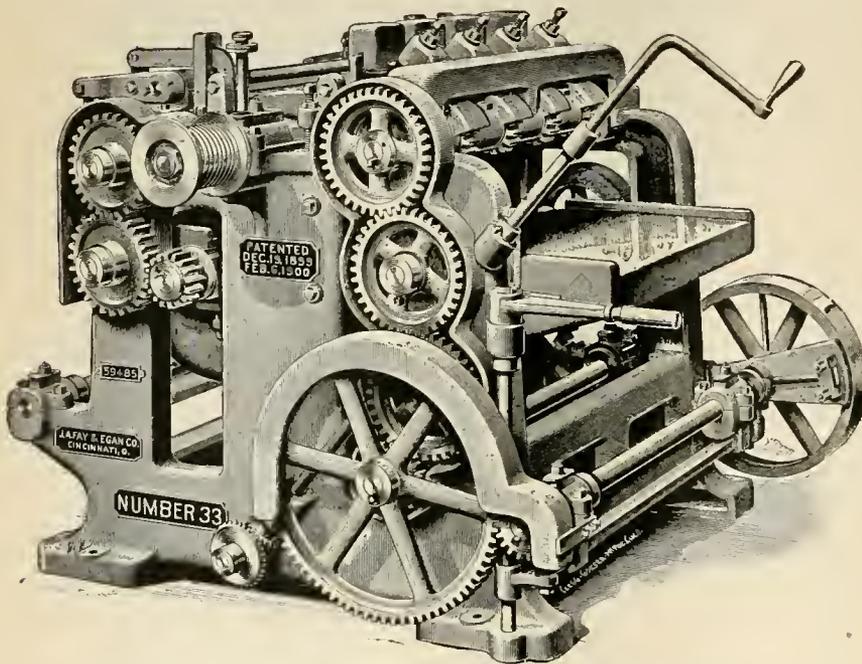
There is a Hoo-lloo Co-concatenation announced under the auspices of J. H. Baird, Scrivenoter, for this place Saturday, the 19th, and from the present indications there will be a class of 20 or more initiates.

Owing to the rapidly increasing demand for their special machinery, the Soule Steam Feed Works of this place, manufacturers of saw mill specialties, are installing a large amount of new machine tools and building an addition to their shop, 30x60 feet.

The increase in trade is specially marked from distant territory, noticeably California, Washington and Canada. Recent sales in California have been nine steam feeds, in Washington eight, and in Canada three, with a corresponding increase over most of the United States.

Their lumber stacker business, as well as all other lines, is increasing somewhat in proportion.

The lumber trade all over this district is in a very flourishing condition. The local builders here are finding it troublesome to secure lumber for their demand. The recent heavy rains have interfered seriously with railroad traffic and to a considerable extent with the saw mill interest. The Brookpark Lumber Company mill at Enterprise, Miss., experienced about two weeks' delay through high water.



NO. 33. SINGLE CYLINDER PLANER.

only has faith in it, but he has put money into it. He has pushed it with vigor, with intelligence and with enterprise. He uses every form of publicity to promote his business. He knows his goods, what they are worth and where they are needed. He knows how to call the attention of buyers to him and his goods. He puts money, lots of it, into direct communication with the people he is after. His mail is enormous. Just one item—he sends out twenty-five thousand price lists every month. Then he mails thousands of leaflets, pamphlets, booklets and odds and ends of printed matter every week. He distributes novelties that are talked about. His First Building of the World's Fair created laughing enthusiasm all over the country and to-day, long after the supply had been exhausted, Zelnicker's mail is loaded with money offers for the little edifices. He plunges into trade journals. Full-page "ads." are his standard. Entire covers are what he wants when the occasion war-



MARKET REPORTS

CHICAGO COMMENT.

There has been a slight slump in business in Chicago in the hardwood lumber line during the past week or ten days. This is probably caused by the fact that during the last two months shipments from the South were very much delayed by one thing or another. The first of this month the embargo appears to have been raised and a vast amount of lumber has come to Chicago.

A buyer would place an order for what he thought he would need, and when it did not arrive he would give another order to somebody else who would assure him of his ability to deliver same promptly. That order would fail to arrive and the buyer would probably place another order, and during the last two or three weeks all three of the orders have been piled in upon him, and he has enough to supply his immediate wants and is not placing many new orders.

This is only a temporary condition, however, as the consumption has not fallen off at all, and in all lines immense quantities of lumber are being cut up.

Chicago is enjoying a building boom, as more building is going on here at present than any other time since the World's Fair, so that the demand for all kinds of building material is especially good, and in the hardwood lines will improve as the season advances, and the various buildings are far enough along for their interior finish. The piano and organ trade reports a most excellent business and the car builders have more business than they can manage. In furniture making, and, in fact, in all lines of consumption, conditions could hardly be more favorable to the hardwood trade.

Plain oak is still the leader, especially in plain red. This wood has been strong all through the past year and is stronger now than ever.

Quartered oak, especially in the upper grades, is very strong, and we hear of prices being obtained fully up to the prices of 1899. Poplar is very scarce and prices high. Cottonwood is strong, with an upper tendency, and basswood would bring very good prices if anyone had it for sale. It is so scarce, however, that it may be said to be practically out of the market.

During the last two months the condition of northern hardwood has been greatly improved. The fact that the log crop put in last winter at the mills in the North is now conceded to be much below the average, and that what surplus stock there is will probably be absorbed before the year is out, has had a stiffening effect upon the market.

The whole line is strong in the Chicago market with the prospects for business for the balance of the year very good.

The Big Bay Lumber Company is a new corporation, organized at Kalamazoo, Mich. The company has acquired extensive timberland holdings in the northern peninsula of Michigan, about thirty miles from Marquette.

GOTHAM GLEANINGS.

New York, April 15, 1902.

Short stock and high prices is the cry, and while the retailers are not particularly happy because of it, there is no doubt that manufacturers and wholesalers who have good hardwood stocks to dispose of experience no trouble in disposing of them at good prices.

The tendency on the part of builders to curtail buying because prices of building lumber have soared upward has not affected hardwood stocks.

Just now the trade is acting on the stand taken at Nashville in regard to the price of poplar and are finding little difficulty in getting the \$2 advance. This brings firsts and seconds up to a \$41 basis here. The scarcity of stock, short log supply and unusually good demand are excellent reasons for the rise in figures.

A good demand is noted for quartered oak, and this too is stiffening in price, with dry stocks scarce South and the stock that is moving here selling freely at \$62 to \$65. Prices of plain oak, the dry stocks of which are still very scarce and in good call, are selling on a \$42.50 to \$45 base for inch stocks.

Prices keep steady for ash, a good demand being noted, and chestnut is called for freely, good stocks meeting with ready sale. A considerable amount of low grade chestnut is to be had at the sources of supply and it is moving freely at good figures, but more desirable grades are scarce.

Maple, birch and basswood are in good call among the local furniture and trim manufacturers and bring good figures. There is a large call for cherry, and inch firsts and seconds bring firm \$85 to \$90.

Taken altogether the prospects locally for the future of hardwoods is bright. In the export trade there is a little more movement and the prospect for improvement in the foreign market is good, even though there has been but a slight increase in shipments lately.

On Friday last James D. Leary, one of the wealthiest contractors and shipbuilders in the East, died in this city, aged 65. Mr. Leary will be best remembered as the inventor of the Leary raft. The first was destroyed in 1887, causing a loss of \$35,000. Three years later a larger one was floated down from Nova Scotia. Mr. Leary's profits indemnifying him for former losses, with \$50,000 over. Mr. Leary was a member of the New York Lumber Trade Association and a delegation from that body attended his funeral.

Stevens, Eaton & Co., of No. 18 Broadway, who has been acting as New York agent for White Gratwick & Co., of North Tonawanda, have taken the exclusive sales' agency for the Cobbs & Mitchell, of Cadillac, Mich., and will hereafter handle their electric maple flooring in the Metropolitan District, Long Island and South of Albany.

It has been learned that the Colonial Lumber & Box Company, incorporated at Trenton, N. J., on March 28, with \$15,000,000, means the amalgamation of between 30 and 40 wooden box manufacturing companies in New England. All the details will be arranged and the

officers of the company elected at a meeting to be held in about 10 days.

Recent visitors to the city included: W. S. Wilson, Wilson Lumber Company, Atlanta, Ga.; E. R. Safford, A. Shenna Lumber Company, Potsdam, N. Y.; W. F. Abbott, of the Rumbarger Lumber Company Philadelphia; Ralph Grey, Cleveland, Ohio; H. M. Poole, of H. M. Poole & Co., Buffalo; E. P. Henson, of E. P. Burton & Co., Philadelphia; Alfred Haines, of Haines & Co., Buffalo; Mr. Parsley, of the Hilton Lumber Company, Wilmington, N. C., and George E. Stone, of the Stone Lumber Company, Boston.

Only routine business was attended to at the regular meeting of the New York Lumber Trade Association on the 9th inst. There was a large attendance of members.

An involuntary petition in bankruptcy has been filed against the George Hagemeyer & Sons Lumber Company, foot of East 11th street, this city, which went into the hands of a receiver on March 31.

B. W. Higbie, Col. Charles M. Betts and John J. McKelvey have been active in Washington lately at the hearings of the Interstate Commerce Commission amendments.

The parlor furniture factory of Masel & Huebner, Nos. 29 to 35 Walworth street, Williamsburg, was totally destroyed by fire on Sunday. The loss is put at \$50,000.

The George W. Paek Land & Timber Company was recently incorporated at Albany, with a capital of \$200,000. The directors are P. A. Rollins and C. F. Hickey, New York, and George W. Paek, Asheville, N. C.

CINCINNATI CONDITIONS.

Cincinnati, O., April 15, 1902.

No startling changes have taken place in the local lumber market during the past two weeks, and everything is about the same as at last report. 'Tis true the weather has moderated some, and unmistakable signs of spring can be noticed everywhere. Building permits are being issued in great numbers and business is commencing to boom with the retail dealers.

Cottonwood lumber is still very active, and at present several barges of this wood are being unloaded at the river front. Firsts and seconds in all thicknesses are fetching good prices, and the supply does not seem to be equal to the demand. Although box common cottonwood is more plentiful than the higher grades, nevertheless there is a great scarcity of dry stocks, and in view of the fact that there is an awful heavy demand for this grade, it would not be surprising if prices were advanced. Mill cull cottonwood is also in demand at good prices.

About the only thing that can be said about poplar is that there seems to be a tendency to put prices away out of reach. No doubt this is due to the exceedingly heavy demand there has been for this wood for some time past. While the heavy advances have been made chiefly in the price of firsts and seconds, the other grades were boosted also and some manufacturers are already commencing to substitute other woods.

Quite a number of local lumbermen have

gone to Lexington, Ky., to attend the meeting of the poplar dealers, who are to meet there on April 17.

Gum lumber is also moving with great freedom, and the demand is steadily improving. Several manufacturers of this wood have already advanced prices in view of the good demand. Thin red gum is also very active, and the export market seems to be opening up. Red common gum is still easy sale, but there is room for improvement in common sap gum. Mill cull gum is bringing a good price.

Ash lumber still continues to improve. This is true particularly of stock thicker than inch and in firsts and seconds and common.

The demand for oak lumber is about the same as it has been for some time past, and that is very good. Common plain red and white are easy sale and at market prices. Firsts and seconds plain oak is also in good demand at very good prices. Quartered white oak is bringing top-notch prices, and at that the supply seems to fall short of the demand. The improvement noticed in quartered red oak is still in evidence.

The other hardwoods are about holding their own.

At the Gibson House, on Monday evening, April 14, the Cincinnati Lumbermen's Club held their monthly meeting and banquet. An elegant repast was served, and the attendance was exceedingly flattering. Rev. T. Y. Pendleton was the guest of the club and delivered quite an interesting talk, which was greatly appreciated by the members.

Among other things brought up for discussion was the annual meeting of the National Hardwood Lumber Association, and the following committee, composed of Messrs. James Buckley, W. A. Bennett and H. P. Wiborg, was appointed to ascertain railroad rates, etc., and also to find out who will attend from the local colony. The secretary was instructed, by vote of the club, to notify the National Hardwood Lumber Association that the Cincinnati lumbermen were opposed to any changes being made in the inspection rules. It was also proposed to attend the meeting in a body. The following members were present at the meeting: T. B. Stone, B. Bramlage, W. B. Hay, C. R. Hall, A. D. McLeod, E. J. Thoman, I. Masher, J. W. Darling, W. A. Bennett, C. F. Korn, F. M. Possell, C. W. Tomlinson, J. W. Pierce, G. Morgan, J. B. Cochran, T. J. Moffett, C. Barr, H. P. Wiborg, C. T. Morse, L. T. Anderson, Jr., James Buckley, C. W. Blair, J. Hanna, L. A. Spahn, Myron Banning, B. A. Kipp and Rev. T. J. Pendleton.

NASHVILLE NEWS.

Nashville, Tenn., April 15, 1902.

The Nashville trade is good at strong prices. The dealers are keeping a firm front and getting very nearly everything they ask. Poplar, chestnut and oak are scarce in dry stock, and quotations rule high with little varying.

Mr. Lieberman, of Lieberman, Loveman & O'Brien, states that they are having a splendid trade in lumber, but that the box business run in connection with their plant is quiet, and prices not proportionate with the high price prevailing on lumber.

The Davidson-Benedict Company are doing a good business in lumber, and are behind a long ways on orders. Their furniture factory is also busy.

Mr. T. P. Bomer, who has charge of the box department of the last firm, said that they were having no trouble in finding a demand for the output of their factory, and had recently begun receiving some large orders from the northern cities. Their

box factory is now occupying, in addition to its regular space, that which was formerly occupied by the carpentering department, which has been moved into a new building. This greatly enlarges their capacity.

There are rumors of a large pending timber deal in the middle section of Tennessee, by which another large mining and timber developing company is about to be launched. The matter will come to a focus within the next week or two.

Mayfield & Trimn of Northport, Ala., have sold to Capt. T. P. Ayers of this city 800 acres of land on Cypress Creek for a consideration something over three thousand dollars.

T. T. Adams of Greenville, Tenn., who has been operating some fifteen or twenty mills about Del Rio, has purchased 100,000 acres of timberland in Greene and Coker county from the Tennessee Coal, Iron and Railroad Company.

Mr. John W. Love, of the Benedict-Love Company, that will operate in South Carolina on large timber purchases recently mentioned in the Record, states that the firm will have its mills ready to saw there by the opening up of summer.

Secretary of State Morton has granted a charter to do the Valley Lumber Company of Linden, Perry county. The incorporators are: C. A. DeVine, T. D. McMicken, J. A. Donnelly, A. P. Craig and Fred McCarter.

L. F. Drayer, a traveling lumber inspector and representative of the Farrin-Korn Lumber Company of Cincinnati, died this week at Dyersburg, Tenn., of smallpox contracted in a lumber camp near that town.

Mr. Ragan, of the Blair & Failey Company, of Terre Haute, Ind., has been here prospecting, with a view to moving a large coopeage plant in the tight-barrel line to this city.

ST. LOUIS SITUATION.

St. Louis, Mo., April 16, 1902.

Your correspondent is unable to find anyone in St. Louis who talks other than very encouragingly concerning the present trade situation, and the outlook and the majority of the wholesalers who have been interviewed on the subject are decidedly enthusiastic. Orders for all classes of stock are being booked in large numbers and it has reached a point where the volume of business is only limited by the ability, or rather the inability, to find the stock with which to fill the orders. Everyone states that it is no trick at all to sell lumber or to secure high prices if the lumber is already on hand, and in condition to ship. This latter is the most serious problem the hardwood people have to face at the present stage of the game, and they state that all of their efforts to increase their stocks have been practically unavailing. Of course, they are continually buying in large quantities, but their sales have also been continually larger than their purchases of salable stock, so that they are now in very bad shape so far as dry lumber is concerned. Local stocks of green lumber are in very fair shape, and the daily purchases are increasing them, but it has reached a point where innumerable orders are being turned down through sheer lack of shipping dry lumber with which to fill them. It is a situation which has good features, in that it has resulted in a general advance in prices all over the country, but it is a decided disappointment to the many not to be able to take advantage of these prices after the unsuccessful year which they have just passed through.

Every effort is being made by the local wholesalers to increase their stocks. An

army of buyers has been in the southern country every since the first of the year, and this has been continually added to from time to time as the dealers became more anxious to buy. It is reported that pretty much all of the desirable lumber in the southern country is now in strong hands, and cannot be purchased except at very high prices. Nothing that is dry enough for immediate consumption can be found, and the majority of those needing lumber have been devoting their time to the placing of contracts for the cuts of the smaller mills. Here in the city those who handle on a commission basis have been doing very little business, for the reason that so many buyers are at the mills there is nothing left for sale on commission, except the veriest trash. It is a snap to sell whatever lumber comes in unplaced, as all of the yards and factories are so much in need of stock that they will pay the top prices without a grumble for desirable lumber. In the way of factory consumption an immense amount of lumber is being used at the present time, and there is complaint from the box, furniture, wagon and planing mill people at the difficulty they are having in placing orders for their requirements. There have been rather heavy receipts of box material, but there is an urgent call for more.

The oak situation has changed too little to warrant lengthy comment. The demand includes practically all items, although there is less strength to the call for quartered red than with other items. This latter, nevertheless, has improved considerably during the past month or more, and anything offered which is of good width and grade will find a ready market. Quartered white is probably the strongest oak commodity and it is stated around town that there is practically no dry stock in pile in St. Louis. Any thickness is wanted and a high basis of values prevails. Plain oak is especially strong in both white and red, one-inch stock being wanted in all grades and three-inch white being called for in firsts and seconds. There is also a strong demand for car oak and other dimension stock, and a number of the local people are doing a heavy business along this line.

Cypress and poplar hold up very firmly, and the dealers state that the same question of supply and demand rules as with other woods. Both are moving at high prices, with no indications of a slump in sight.

Cottonwood and gum have been coming in quite freely during the early part of the month, but it is now reported that the receipts will probably decline, as there is little unsold lumber remaining at the mills, except that which is now being sawed. There is general relief that the spring rush of winter-cut stock is over without any effect upon prices, and it is now felt that even higher prices are within the range of possibilities. Ash, hickory, maple, elm, sycamore and the other woods handled in St. Louis are about the same as last reported, the first two named being very firm, while the others are not in strong evidence in present receipts.

L. J. Taussig reports that he has sold the hardwood stock of the Louis Werner Saw Mill Company to the Waldstein Lumber Company, the deal amounting to the transfer of something like 1,000,000 feet of quartered and plain oak.

W. W. Milne, of the Milne Lumber Company, will be married to-night to Miss Helen M. Blentlinger. Rev. W. W. Duckworth officiating. Mr. Milne is one of the successful young hardwood men of St. Louis, and he has a host of friends in this city who wish him the greatest possible happiness.

BUFFALO BITS.

Buffalo, N. Y., April 15, 1902.

There seems to be a difference of opinion as to whether the larger southern mills are justified in advancing the prices on yellow poplar lumber from \$2 to \$5 per thousand as they have done, while from other sections of the country poplar can be bought at the old prices. However, as these same larger mills seem able to dispose of all their stock at the advance prices without any apparent difficulty on account of price asked, that in itself seems to be a satisfactory answer as to the wisdom of the advance.

All southern stocks have advanced in price, previous to the recent floods, and these floods will cause quite a curtailment in lumber that was being figured on as a sure thing from certain sections. This state of affairs will naturally cause prices to go still higher.

Quartered oak and plain oak are still in the ascendent, with every prospect of prices going still higher. I do not think there is any wood in the country that is being used to so great an extent, and in such a variety of ways as oak is to-day. Some use the low grade alone, others nothing but the best, while a large proportion seem to find it to their interest to buy all grades. It is the biggest kind of a boom to the mill man or dealer to have a ready sale for all grades in any certain kind of lumber, and not have to think that while he is making a good, fair margin on one end of his stock, he may have to drop part of this in getting rid of the other end.

Ash lumber remains rather quiet, although prices are good. The demand is anything but brisk. There are those who think ash is good stock to hold on to for a possible future trade. Still it is not everyone who is able or willing to keep good money tied up on an uncertainty. The average mill man cannot, that is very sure.

With advanced prices on all kinds of lumber, there never was a time when lumber sold so readily and with so little exertion on the part of the seller as it does to-day. This is not exceptional with one or two, but seems to be the experience of almost everyone who has the stock to sell. The great trouble appears to be how to replace the stock you ship out. I don't think there ever was a time like the present, when there was such a general demand for lumber of all kinds—and so little dry lumber in the aggregate to draw from.

True, there is a strike of 10,000 miners now on in the B. R. & P. mines in Pennsylvania. But so long as the strike is confined to the mines in question, and there are other coal supplies adequate to supply the general wants of the country, the principal sufferers from this will be the mine owners and the strikers. The question at issue is whether the men can be coerced into doing certain work in the mines that heretofore has been done by mules. The general impression seems to be that the position taken by the mine owners and their bosses is untenable and an early settlement is looked for.

EVANSVILLE LETTER.

Evansville, Ind., April 9, 1902.

Evansville lumbermen are busy people nowadays. Orders are plentiful and prices are gradually moving upward. That tired feeling which seemed to be prevalent in this section last year has disappeared, and orders have taken the place of sarsaparilla as a bracing tonic. Nearly all of our mills are running full time—no night runs, however—we expect that to come later on.

The plain oak men on Pigeon Creek are shipping out as fast as they can saw the stock—largely car oak—and the quartered oak mills in the East end of town have shipped out largely in excess of production this year.

An effort to organize the Evansville lumbermen is in progress, and a meeting at the Acme Hotel Monday, April 7, resulted in issuing the following call for a second meeting:

Evansville, Ind., April 7, 1902.

At a called meeting of representative lumbermen of Evansville, Ind., Mr. Wm. Threlkeld presiding, the following firms were represented: John A. Reitz & Sons, Henry Maley Lumber Co.; May, Thompson & Thayer; Chas. Wolfen; Evansville Lumber Company, and Mr. J. W. Hale, National Hardwood Lumber Inspector. The subject of organization of Evansville lumbermen was discussed, the object being to establish a feeling of confidence and business stability amongst the hardwood manufacturers and dealers, not only of Evansville, but of the entire state of Indiana. The principal objects of the organization being to advertise to the lumber consuming world the facilities of Evansville to cater to their wants and to assist visiting buyers of lumber in gaining desired information. It was proposed that an association be formed, to be composed of all the firms manufacturing and dealing in lumber in Evansville and vicinity and that each firm be requested to have one or more representatives present at every stated or called meeting. It was agreed that the cost of maintaining this association be a matter for future consideration, and a paper was drawn up for the signature of the within named firms, who may desire to become members of said association. Should you indorse the action of this meeting kindly signify same by sending one or more representatives of your firm to attend a meeting to be held at the Acme Hotel, Evansville, Ind., April 21, 7:30 p. m. There is a pressing necessity for an immediate formation of a lumber association in Evansville, because of the fact that the National Hardwood Lumber Association will hold its annual meeting in St. Louis, May 15 and 16, at which time one of the principal subjects to come before that meeting will be the adoption or rejection of the Evansville rules for inspection.

These rules have been unanimously adopted by the Indiana Hardwood Lumbermen's Association and will be unanimously urged for adoption by the Indiana delegation to St. Louis. Evansville should send a large delegation to co-operate with the lumbermen from other parts of the state.

The call was sent to thirty-six hardwood lumber manufacturers and dealers operating at Evansville or vicinity and a good meeting is expected.

MEMPHIS MATTER.

Memphis, Tenn., April 15, 1902.

First and second and common red gum show an improved demand at Memphis. Ash has a tendency upward. Quartered and plain oak occupy the same favorable positions. Plain red oak in firsts and seconds and common also shows an improvement. Poplar is doing well. The outlook on cypress is good. Some of the last stock has been shipped abroad recently in quantities. The local building trade is opening up.

The Bodley Wagon Works, a \$200,000 organization, will come here at once from Norfolk, Va. The citizens of Memphis became interested to the point of taking stock in the enterprise.

The J. W. Thompson Lumber Company state that they find a general improvement in values all down the line, attributable to the small dry stocks. As for the ash outlook, in which they hold a very prominent place in operations on that wood, they think the tendency of the wood is up. The firm has been in a rush with orders, but takes care of everything that comes in a satisfactory way.

The firm of Leland P. Arthur will, after the first of the month, be known as the Arthur Lumber Company. Offices will continue as at present in the Randolph building and the firm will operate in wholesale lines.

Harry Saxton of Saxton & Co., Knoxville, along with many other lumbermen, attended the circus at Montgomery Park the last few days.

Several prominent Illinois Central officials have purchased a timber tract in North Mississippi and will develop the same. Stuyvesant Fish, Harahan and other officials are connected with the enterprise, which, it is said, involved the change of \$100,000.

E. H. Warner of St. Louis has been down in West Tennessee this week taking up a couple of barge loads of poplar lumber from Romer Bros. of Brownsville, Tenn., and Redwood, Miss.

The J. W. Dickson Lumber Company reports a good trade and thinks the shoe is on their foot to remain all summer.

"The Blanton-Thurman Lumber Company," said Mr. O. K. Blanton, to the Record's representative, "is having a good business. We made the past week a shipment of several carloads of cypress to Scotland. Orders and inquiries on all lines of lumber are plentiful and show decided improvement all the time."

**WANTED WHITE ASH and
QUARTERED OAK.**

We will pay highest market price for above
stock, 1 to 4 inch thick.

LAWRENCE & WIGGIN,
55 KILBY STREET, BOSTON, MASS.

JOHN T. BURFORD,
PRESIDENT.

Cable Address
"BURFORD."

TOMM C. BURFORD,
SECRETARY.

BURFORD LUMBER COMPANY,

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

Our Specialties: A High Grade
of Plain and Quartered Oak,
Poplar, Ash, Yellow Pine.

CHATTANOOGA, TENN.

FOR SALE:**Indiana Stock.**

1 car 1-inch 1st and 2nd quartered red oak.
 1 car 1¼, 1½ and 2 inch 1st and 2nd quartered red oak.
 10 cars 1-inch common quartered red oak.
 1 car log run walnut and cherry.
 10 cars 1-inch log run gum.
 1 car ½-inch 1st and 2nd plain white oak.
 1 car 1½-inch 1st and 2nd plain white oak.
 1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
 2 cars 1-inch common poplar.
 1 car each quartered and plain white oak parquet strips, 1x3½ in.,
 4 in., 4½ in. and 5 in. wide, 16 in., 20 in., 24 in. and 28 in. long.

D'Heur & Swain Lumber Co.,
SEYMOUR, INDIANA.

A CHANGE TO MAKE YOUR MONEY WORK FOR YOU.

Would any reader of the **HARDWOOD RECORD** want to back an incorporated company for \$7,000? First mortgage security given on 1,500 acres of land, lying for four miles on both sides of Southern Railroad at Saxe, Va., a 35-barrel flour and 250-bushel corn mill, both water and steam power, a 25 horse-power steam saw mill, a 10,000 a day brick and tile mill, a new \$3,000 dwelling, four other dwellings and a store room; title perfect. A 500-acre tract just sold state for experiment farm. New depot being erected, 1,600 feet siding. Parties want \$5,000 advanced now, balance as spent in improving. Will pay 6 per cent interest, semi-annual payments. For further particulars address

J. V. S., care **HARDWOOD RECORD.**

*We must move at once
 a large stock of*

White Oak Piling

*and will name
 attractive prices.*

AMERICAN LUMBER & MFG. CO.,
PITTSBURG, PA.

Askins & Dircks
Lumber Co.

Established 1881.
 O. DIRCKS,
 Proprietor.

WANT TO DISPOSE OF

25,000 FEET 1st and 2nd 1-inch **RED GUM.**

5,000 FEET Shipping Cull Plain Red and White Oak, bone dry.

UNION CITY, TENNESSEE.

VOLLMAR & BELOW,

MARSHFIELD, WIS.

WISCONSIN HARDWOOD AND HEMLOCK LUMBER.

We have the following bone dry stock for immediate shipment:

50,000 ft. each 1 inch Shipping Cull and Common Birch.
 20,000 ft. 1¼ Inch Shipping Cull and Common Birch.
 12,000 ft. 1½ inch Shipping Cull and Common Birch.
 25,000 ft. 2 inch Shipping Cull and Common Birch.
 1 inch, 1¼ inch, 1½ inch and 2 inch Log Run Soft Elm.
 1 inch, 1¼ inch and 2 inch Log Run Rock Elm.
 1 inch Log Run Black Ash.
 1 inch Shipping Cull and Common Basswood.
 1 inch and 2 inch White Oak.
 1 inch, 1½ inch and 2 inch Red Oak.

WRITE FOR PRICES.

F. A. NOLAN

Wholesale Dealer in

**WISCONSIN
 Hardwood Lumber**

PILING AND RAILROAD TIMBER
 2,500,000 FEET AT BOYCEVILLE, WIS.

Address all Correspondence to

801 New York Life Building,

ST. PAUL, MINN.

Watch this Space for Our
 Special Wants Every Issue

We Now Want to Buy

For Immediate Delivery:

One car 1-inch Quartered White Oak Panels.
 One car ⅝-inch Common Walnut.
 One car 1½-inch Common Plain White Oak,
 6 inches and up wide.

For Future Delivery:

800 M. feet ⅝-inch Common and better Cottonwood, delivery within six months.
 1,500 M. feet 1-inch Common and better Gum,
 delivery within six months.

WRITE US.

A. J. McCAUSLAND LUMBER CO.

1109 Fort Dearborn Building, Chicago.

**Fullerton-Powell Hardwood
 Lumber Co.,** **South Bend, Indiana.**

We are always in the market for blocks of Poplar, Oak, Chestnut and White Ash. We pay cash and receive at the shipping point with our own inspectors. Write us before selling.

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4-19-2

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4-19-1

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3-8-1f.

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9-21-1f

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3-8-7.

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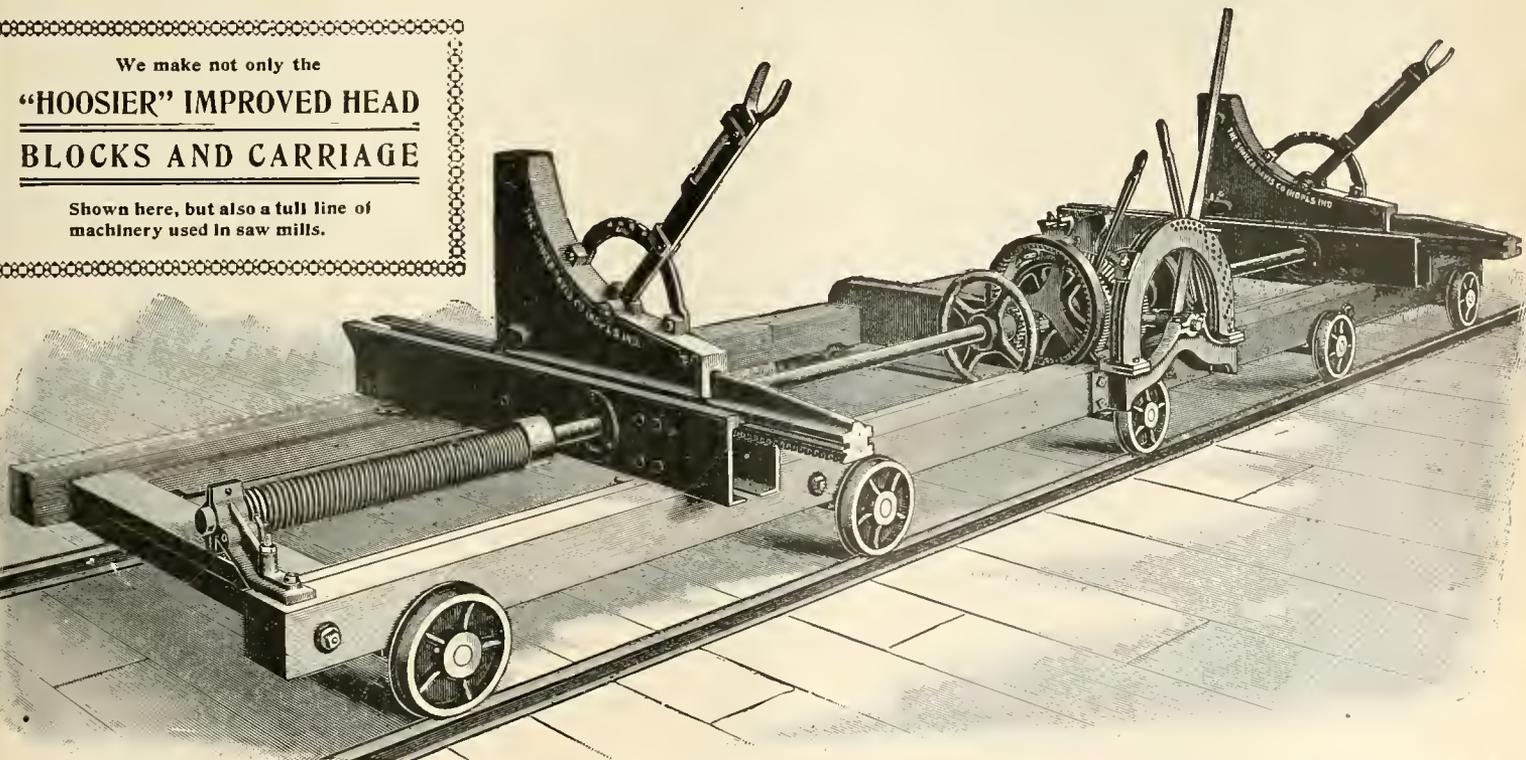
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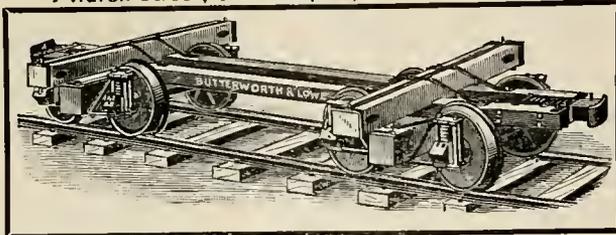
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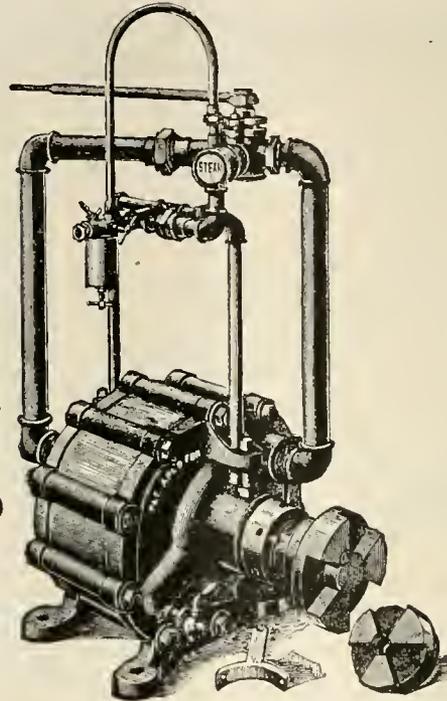
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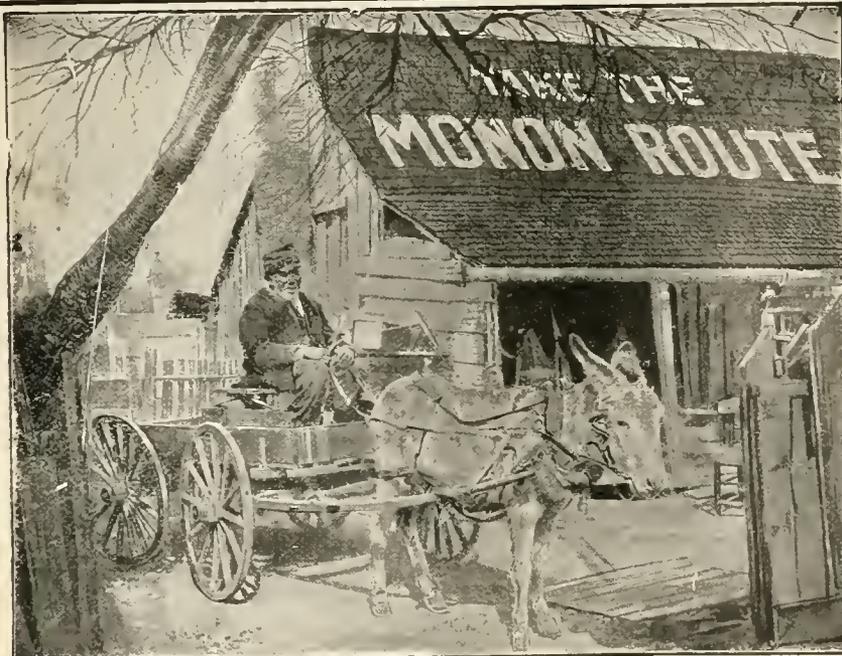
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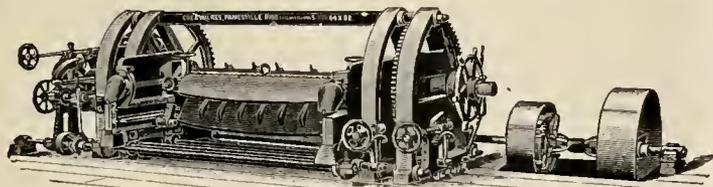


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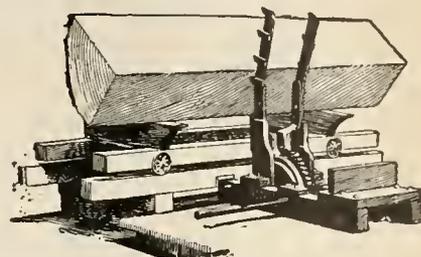


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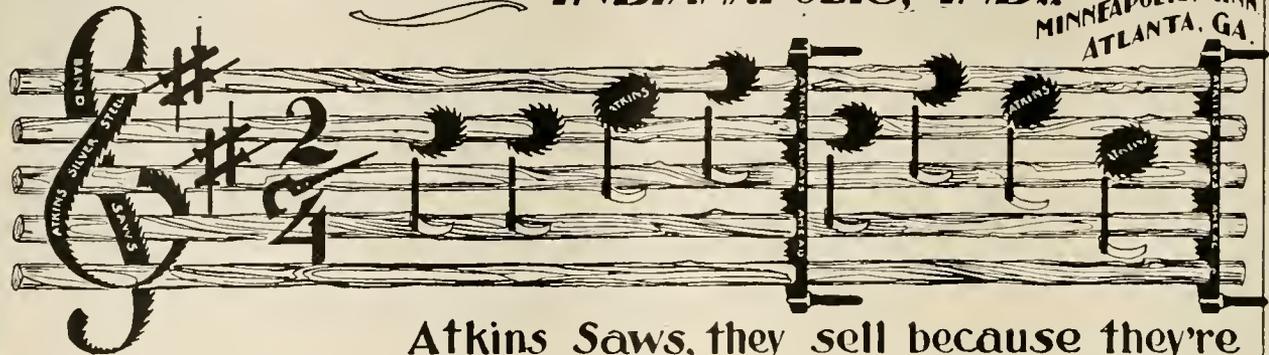
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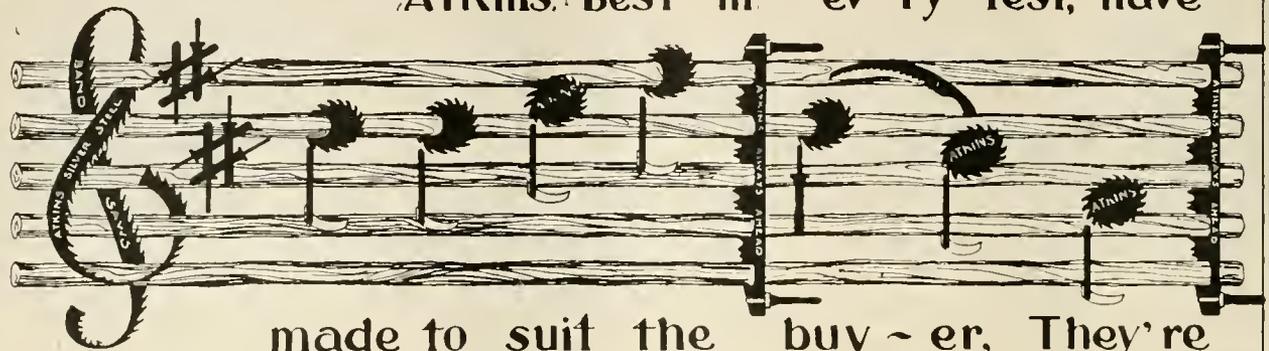
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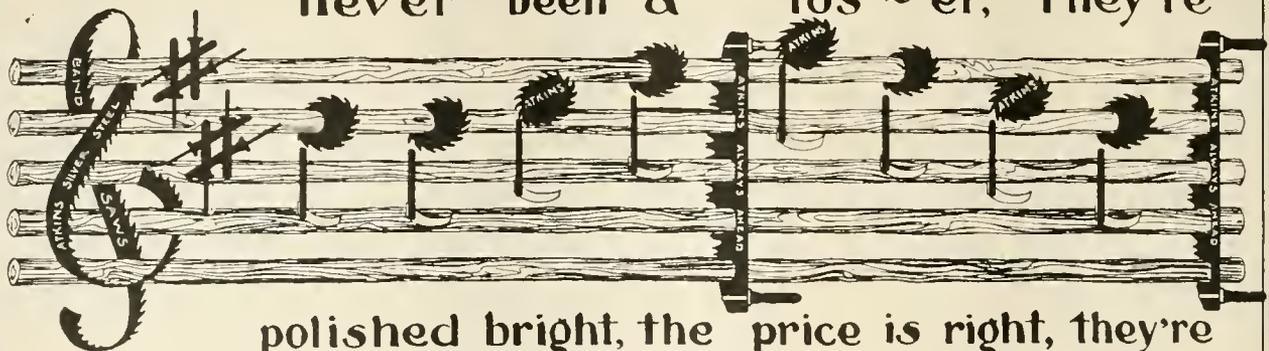
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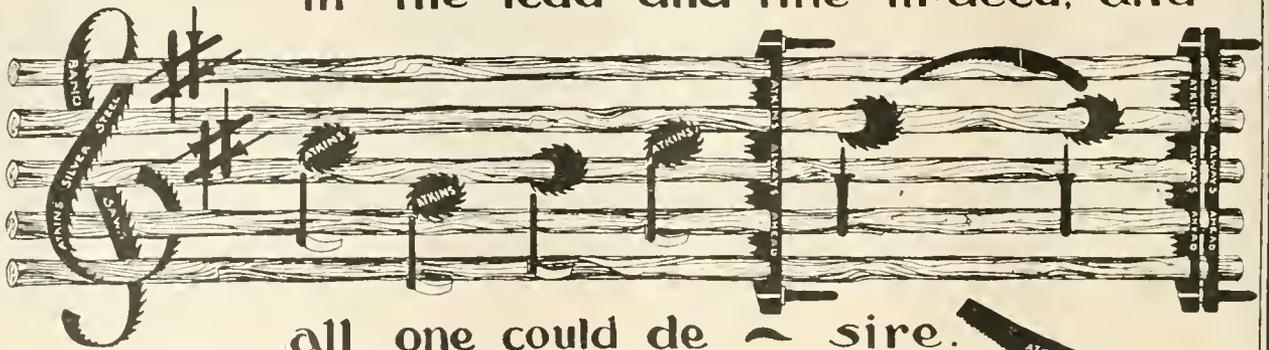
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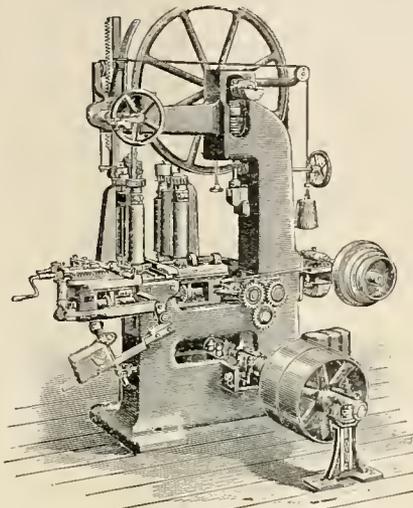
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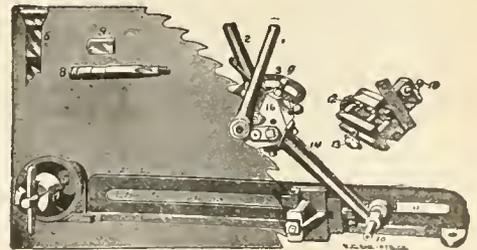
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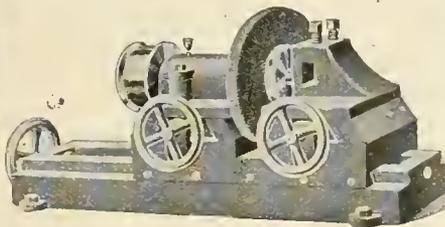
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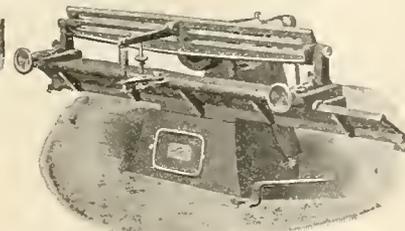
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Vol. XIV.

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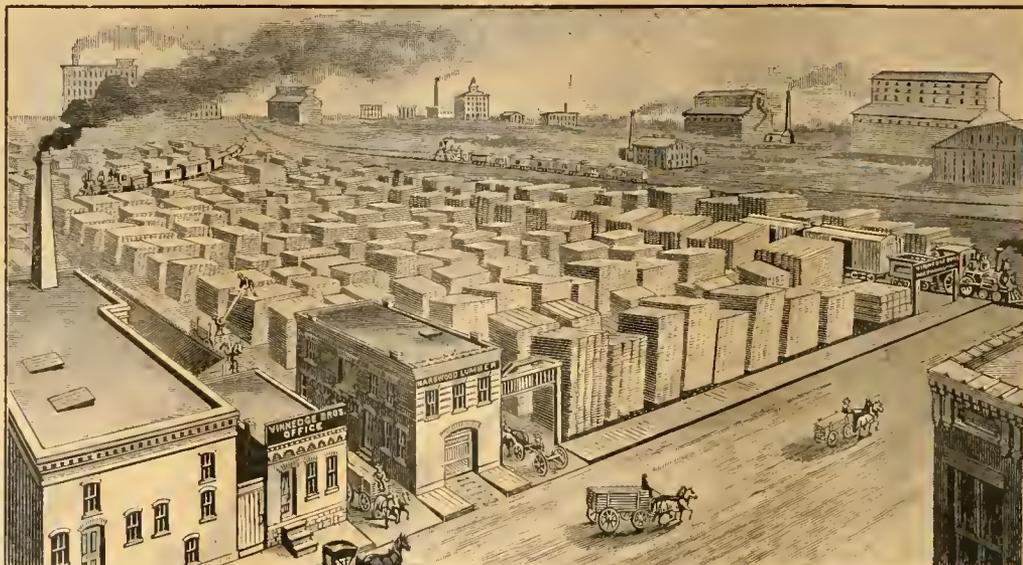
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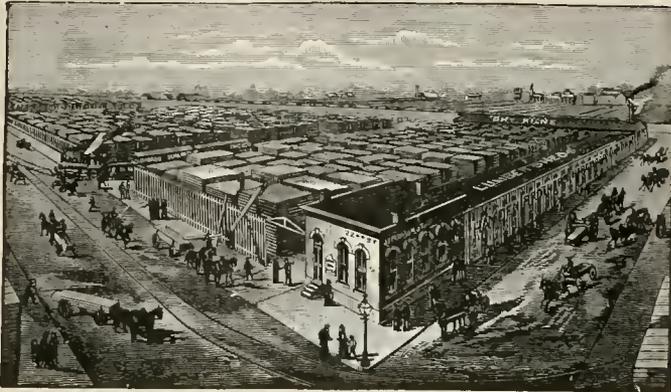
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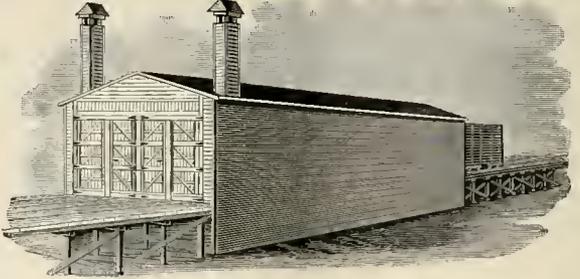
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THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, MAY 3, 1902.

No. 2

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

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ADVERTISING INDEX ON PAGE 25.

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

THE BUSINESS SITUATION.

This is a curious country, made curious by the high-strung, nervous temperament of the people. They are either unduly depressed or unduly elated a great portion of the time. They shift from periods of great business depression to periods of enormous business activity, with a suddenness that is bewildering to the financiers of older and steadier countries. At present they are in one of their periods of great prosperity, and are racing ahead at a speed which bids fair to run them clear off the earth and up in the air.

The prices of all kinds of products have advanced tremendously, to a point where it seems probable that the advance will check consumption. Almost every line of business reports enormous profits and the history of the country would indicate that a reaction of some kind is due before long. It will probably only be a slight reaction, but our readers should not make the mistake of believing that present conditions are entirely normal. We would advise conservatism in making calculations on the future. The time to take chances is when the price of an article has fallen below the cost of production and the time for conservatism, it seems to us, is in a time such as the present.

The advance which is being made in consolidating industries into vast corporations and trusts has been greater in the past year or two than ever before. Where it will all end we hardly dare to hazard a guess. If the advance of the past two years is maintained in the line of railway consolidations, for instance, for another five years, it seems that the entire railroad system of the United States will be managed under two or three heads. We are informed that the recent excitement over Louisville & Nashville stock was the beginning of a movement for the consolidation of all railroads south of the Ohio and east of the Mississippi. That, with the consolidation of railroad interests in the Northwest, all of which has occurred within the last year, is very significant of the course events are taking and will probably continue to take. He who controls the railroads of the country controls the business of the country. If the steel trust, for instance, can control the railroad rates it can crush all competition and it would not surprise us if the final outcome of the whole matter would be that the United States government would be forced

to take over the railroads and operate them.

A good many of the uninitiated have had an idea that for the United States to regain its prestige on the ocean would be a long and arduous task. It turns out, however, that it is a very short and simple one. It was announced last week, and the statement was fully corroborated, that a syndicate of American capitalists had, by the simple process of buying great lines of steamships, practically gained control of the Atlantic carrying trade. It seems that well-organized and well-handled capital, in sufficient quantity, can accomplish pretty nearly anything, and of capital and men to organize and handle it, this country has an abundance.

The old way of conquering the world was to send out great fleets and armies to subdue the various nations by force of arms. The modern method of simply sending out money is much simpler and more effective and profitable. The United States is not only competing with other countries in the open market, but is going into those countries and buying up their choicest industries, building and owning their railroads and revolutionizing conditions by the introduction of American methods.

In all lines of manufacturing prices are high and advancing and the manufacturers have all the orders they can handle. The 1st of April many of the larger corporations declared dividends showing enormous profits. In some lines, notably in the iron trade, orders cannot be placed with a guarantee that they will be filled at any time in the near future—in some instances not under six months.

The railroads seem to be all making good profits and having all the business they can do. The farmers are prospering, the banks have more money than they can use to advantage, and, in fact, the entire country seems to be knee deep in prosperity.

It seems to us that in spite of increased wages and steady employment the laboring classes are scarcely getting their portion of the prosperity because of the great advance in the cost of living, caused by the high price of everything he buys. At the same rate of living the grocery bill of a laboring man is 20 or 25 per cent larger than it was two or three years ago. The same condition holds in the other lines where he makes purchases, although not to so great an extent. It is probably a safe statement that his cost of living, and main-

taining his family, has increased 15 per cent in the past two or three years, and while in most cases his earning capacity has increased that much or more, he is not getting, in proportion to the increased prosperity of other classes, his share of the general prosperity. He is, however, doing better than the laboring man of any other country and fully as well as he has ever done.

We do not wish our readers to infer from anything said in the foregoing that we have any doubt as to the great and permanent prosperity of this country. We only believe that the rate of progress of the present time is too rapid to be counted upon to continue uninterrupted. The great resources of this country, combined with the general intelligence and energy of the American people, is bound to bring great prosperity, and it may be that the present gait can be maintained, but we doubt it. Therefore our advice to our readers is to be cautious and conservative in their business undertakings.

THE NATIONAL MEETING.

There has never been one-half the interest taken in a meeting of the National association that is being taken in the one which will convene in St. Louis, May 15 and 16. The hardwood lumber trade is stirred from center to circumference. As we have before stated in these columns, the trade has just awakened, apparently, to the fact that the business of the National Hardwood Lumber Association is of vital importance to the business of every hardwood lumberman.

At first the trade did not take the National association with much seriousness. Not much attention was paid to the making of rules, an impression prevailing that those rules would not be generally effective and that business would go ahead as usual, and they have found that such an impression was a mistaken one. They find that the rules of the National association are rapidly becoming the standard of the country and hence there has arisen a desire from lumbermen of different sections of the country and different departments of the trade, to have those rules constructed in such a manner as they believe will benefit their own interests.

Every local association of hardwood lumbermen in the West is preparing to come before the St. Louis meeting, well organized and with their own ideas and views to press upon the convention.

We are pleased to observe this interest, for we believe that out of it will come much good to the hardwood lumber trade. It has come to be generally recognized that the inspection rules of the National Hardwood Lumber Association occupy a position of too great importance to allow of their being constantly changed. The conviction is abroad that at this meeting the rule question must be settled and settled finally.

Some lumbermen take the position that

they should be left as they are, for the reason that one set of rules is about as good as another; that if they make a high grade the price will adjust itself thereto and that it is better to leave them as they are than to make any further changes.

Other lumbermen believe that the rules as they are are imperfect and that they have never been revised by the whole trade, with the understanding that they are really to establish the standard for the entire trade. They contend that the rules as they are do not represent the custom of the trade and that while the trade might eventually be brought up to the standard of those rules, it would be a costly thing for the hardwood lumbermen; that it is easier and more advisable to alter the rules to fit the custom rather than to attempt to change the custom of the country to fit the rules.

The foregoing represents the two conservative elements in the trade. There are other elements which would run to radicalism, either in one direction or the other, that would either make the rules so lax as to be ridiculous or so strict as to be rejected by everybody.

Under such circumstances and in consideration of the many conflicting elements which will come together at St. Louis, the Record makes an earnest appeal for forbearance on the part of all interested. There is no individual or organization which will get all it asks at the St. Louis meeting. The only apparent outcome which will be at all satisfactory is a compromise upon safe and conservative lines. We appeal to the level-headed, conservative men, who have the interest of the National association at heart, and ask them to stand together for fair and reasonable treatment to all concerned. If this course is followed and radical action in any line frowned upon, the outcome will be a set of inspection rules which will endure and upon which the entire trade may unite. Should the radical element in any faction control the convention, the result may be disastrous, not only to the National association, but to the hardwood lumber trade.

On the other hand, we hope that those who attend and fail to get all the concessions they would like, will appreciate the fact that in the making of inspection rules there are many interests to be considered, and that if they receive fair and reasonable treatment they should go home satisfied and prepared to abide by the decision of the majority. Other matters of importance will come before the convention, but the subject of inspection rules is the most important one, and it is the one which will require the best efforts of the best men in the association to solve in a satisfactory manner. This is the last issue of the Record until after the meeting, and we feel that the fate of the National association, with all its great possibilities for good to the lumber trade, is at stake, and we call upon the good men in the trade to attend the convention and give its proceedings their best attention.

THE PRICES OF HARDWOOD LUMBER.

We have stated in these columns on different occasions that it is our belief that the tendency of prices on all kinds of lumber in this country will be upward, with, of course, occasional periods of slight reaction. This position has been questioned by some of our readers, but looking backward at what has been, and forward to what seems likely to be, we are of the opinion that our position is a correct one.

The supply of a number of hardwoods formerly on the market has practically become exhausted, and ten or fifteen years more will see the end of some of the woods which are now furnishing a large bulk of the general yearly production.

Wisconsin hardwoods are becoming very scarce. Wisconsin red oak, basswood and ash are very scarce, so scarce as to be almost entirely out of the general markets. Poplar has grown scarcer every year, until the difference between the demand and the supply has become serious. Cottonwood is now sold in large quantities, but cottonwood production will come to an end in a few years, and when the end comes it will come suddenly.

It was at one time predicted that cottonwood would take the place of poplar, but it is now pretty certain that poplar will outlast cottonwood a good many years. The reason for this is that where cottonwood is found it is found in solid bodies of timber, which can be turned into lumber very rapidly, and anyone at all familiar with the cottonwood situation must realize that in spite of the abundance of it which is coming on the market at the present time, it will not be many years until the end will come. Poplar, for the reason that it is more widely scattered and more difficult of access, will come on the market more slowly each year, but it will continue to come after the supply of cottonwood is exhausted.

In the great hardwood producing state of Michigan conditions are somewhat similar to the conditions in the cottonwood trade. There the hardwood timber stands in forests and is easily accessible. Michigan at the present is producing an enormous quantity of hardwood lumber, but, at the present rate, fifteen years more will see the great state almost denuded of its forests. Even the largest holders of stumpage in that state cannot figure on more than fifteen years' cut.

Under such circumstances fifteen years from now will see the hardwood product of the United States practically reduced to oak and gum.

There is still a great quantity of oak stumpage in the United States. There will probably not come a time in the life of any man now living when oak lumber will not be filling a considerable space in the lumber trade of this country. Gum is just coming into use, but the force of circumstances will certainly bring it

into general use and make every gum tree in the South valuable.

If the foregoing statement is correct, and who can say it is not, it would seem that the timber owner who allows his stumpage to be sacrificed, or sold at a low price, is making a serious mistake; especially the holders of cottonwood and Michigan stumpage should make arrangements to conserve their resources, put their product on the market in such quantities as will maintain a highly profitable scale of prices and take things easy. The Michigan people have taken a correct view of the matter and have effected an organization which promises to put many thousands of dollars into the pockets of Michigan producers, and this movement should receive the support of every owner of stumpage in that state. The cottonwood people as yet have not succeeded in effecting a successful organization.

The trouble with a good many timber owners is that they take the position that the present prices of lumber make them a good profit on their investment, and consequently they hurry their product upon the market. They should, however, take the view of it that if the present prices yield them a profit, that is no reason why that profit might not be materially increased, or that they should let their stumpage go at a profit of \$20 an acre, when, by wise precaution and organization, it might be made to yield double that amount.

We only say these things because it seems a pity, with conditions as they are, and as they inevitably will come to be in the future, that the owners of hardwood stumpage should waste their substance in the way they are doing. Timber does not reproduce itself with any rapidity. When an oak tree is cut it takes fifty years to grow another, and as, at anything like the present prices, the growing of timber upon good land is very unprofitable, the chances are that our great supply of hardwoods once gone will never be replaced. Every owner of hardwood stumpage should bear in mind the facts as set forth above and lend his support to any movement tending to regulate the placing of his product upon the market. Another conclusion to be drawn is that stumpage of any kind, from white oak to gum, is a safe and profitable investment at present prices. No need to be afraid because a large portion of the stumpage of a certain tract is of gum or some other wood not at present valuable. The time is coming, and coming very soon, when every hardwood tree in the United States will have a substantial value.

A tract of about 10,000 acres of timberland has been purchased in Randolph county, West Virginia, from Senator Henry G. Davis. The purchasers are Edw. Mealey and Richard Halvey of Hagerstown, Md.; John G. Rouse of Bel Air, Md.; J. A. Allen of Davis, W. Va., and E. M. Allen of Darlington, W. Va. They will incorporate and develop the property at

A DIFFICULT LINE TO WATCH.

There is no line of trade with a higher commercial standing than the lumber trade. This is especially true of the pine trade, where the business is largely based on the consumption of the farmers, for the farmers are of the best class of credit risks in the country. They are slow, at times, but they are very sure and the percentage of loss to those dealing with farmers is smaller than that of those dealing with any other large line of consumers.

The customers of the hardwood lumbermen are, however, largely among planing mills, sash and door and furniture factories, etc., and are not nearly such good risks as the farmers. Losses fall frequently and heavily upon wholesale dealers in hardwood lumber, but in spite of that the number of failures among hardwood lumbermen is surprisingly small.

The reason for the financial reliability of farmers lies in the almost absolute certainty and regularity of their incomes. In the business of farming the element of speculation is almost entirely eliminated. The farmer will make a living anyhow, and while he seldom makes large profits he nearly always finds himself a little richer at the end of the year than at the beginning. The farmer is conservative and economical almost to the point of stinginess, but he is safe.

In the manufacturing line, however, the very qualities which make the farmer so good a credit risk are apt to have an exactly opposite effect. There are dozens of planing mills and factories of various kinds in Chicago to-day which have practically become bankrupt through too much conservatism. Through the great advance in labor saving, cost reducing machinery, the equipment of those plants not having been renewed or kept up with the times has become obsolete. There are dozens of those plants, whose equipment cost many thousands of dollars eight or ten years ago, and where that equipment is still carried on the books at near its original cost, and is at present of absolutely no value. The machines are so far behind the times that they can no longer be operated at a profit, and are consequently only worth what they will bring for scrap iron. Such concerns, and there are many of them, make very uncertain credit risks.

The lumber trade of Chicago will have no trouble in recalling the great number of failures in the factory trade in '93 and '94, as many as half a dozen a week at times. Most of those failures were among concerns which, while they could do fairly well in very good times, could not keep afloat in a financial storm. A good many of those old plants have been cobbled up and are still going, but they need constant watching, and the credit man of a hardwood firm needs be alert and watchful.

It used to be that the tools of a handicraft were handed down unchanged from father to son for many generations, but it is not by any means the case to-day. A

few years will put almost any tool out of business and the manager of a factory needs to be a very watchful man or he will soon drop out of the running.

In considering the financial standing of the factory trade you have to consider not merely the firm's financial standing, as shown by the credit agencies, and its moral standing, as shown by its past business career, but also whether it is keeping up with the march of progress in the matter of equipment. We know some mighty good men who failed during the business depression following the panic, men of integrity and good average business capacity and a number who shaved the line mighty close, simply because they had failed to keep up with the great advance which had been made in labor saving machinery.

The difficulty in gauging the credit worth of such people is that the cost of their equipment furnishes no index as to its present value. The equipment of a factory may have cost \$100,000, and be carried on the books and in commercial reports at that figure, when, in fact, it is valueless.

A man once asked the advice of a friend in regard to a deal:

"I am offered what seems a good trade," he said, "and want your advice. I have a piece of land which cost me \$20,000. I am offered in exchange for it a manufacturing plant which cost \$150,000."

"Can the manufacturing plant be operated at a profit?"

"That's what puzzles me. They don't seem to be making any money out of it. But it's a mighty fine plant and I know it cost them all of \$150,000."

"I don't care if it cost a million," said the friend, "if it can't be operated at a profit it isn't worth anything."

We write this because we know there are manufacturing concerns in Chicago that are receiving credit from hardwood lumbermen to which they are not entitled. Lumbermen will do well to remember the lesson of a few years ago.

POOR LOGS DON'T PAY.

Charles Christianson, the great hardwood inspector of Manistee, Mich., was in Chicago this week and in speaking of the inadvisability of manufacturing poor logs into lumber, told the following incident of Mr. Archie Cameron, of Cameron Lumber Company, Torch Lake and Central Lake:

"Mr. Cameron is a Scotchman, as his name indicates, and very shrewd, clear-headed man, and when a man approached him to buy some land, the lumber on which was very inferior, Mr. Cameron said:

"I'll buy no poor timber. It doesn't pay. You want me to pay \$25 an acre for the land; then I must pay 60 cents a thousand for cutting, 75 cents for skidding, \$3 for hauling, 50 cents for decking, 25 cents to get them into the mill, \$2.50 for sawing; and then the handling, piling, etc., and then we must pay Charley Christianson 40 cents a thousand to come up from Manistee and tell us the lumber is of no account."

Poplar Manufacturers Organize.

HOLD LARGE MEETING, ORGANIZE, ADOPT RULES AND PRICES.

On April 17 there was held at Lexington, Ky., what was probably the strongest and most representative meeting of poplar manufacturers held in recent years.

A permanent organization was effected, under the name of the Yellow Poplar Manufacturers' Association. A constitution and by-laws were adopted and the following officers elected:

President—W. M. Ritter, Welch, W. Va.
Vice-President—C. Crane, Cincinnati, Ohio.

Treasurer—F. C. Fisher, Coal Grove, Ohio.

Directors—E. C. Colecord, St. Albans, W. Va.; Floyd Day, Jackson, Ky.; R. T. McKeen, Burnside, Ky.; H. B. Curtin, Sutton, W. Va.; S. Lieberman, Nashville, Tenn.; C. W. Burt, Ford, Ky.; A. J. Gahagan, Chattanooga, Tenn.; M. F. Green, Nashville, Tenn.; H. P. Wiborg, Cincinnati, Ohio.

George K. Smith, secretary of the Southern Lumber Manufacturers' Association, was present and he addressed the meeting upon the plan under which his association of yellow pine operators had operated so successfully and explained the details of the various departments.

His address was followed by a general experience meeting of the poplar manufacturers present, the burden of which was to the effect that poplar stocks are very light, that poplar lumber was not bringing the price it should, especially in the upper grades now used largely as a substitute for white pine; that the poplar trade was behind other departments of the lumber business in that it lacked organization; that organization was necessary to the protection of their interests; that the present was a good time to organize, and that all were willing to enter the organization.

The following firms were represented:

- David S. Collins Company, Yankee Dam, W. Va.
- Charleston Lumber Company, Charleston, W. Va.
- Devereaux Lumber Company, Charleston, W. Va.
- Roan & Cnrl Lumber Company, Weston, W. Va.
- S. Hinkle & Co., Rowlesburg, W. Va.
- N. B. McCarty & Co., Buckhannon, W. Va.
- Indiana Lumber Company, Nashville, Tenn.
- Prewitt-Spurr Mfg. Co., Nashville, Tenn.
- Fardee & Curtin Lumber Co., Sutton, W. Va.
- Bowman Lumber Company, St. Albans, W. Va.
- W. W. Reilly & Bro., Buffalo, N. Y.
- Washington Mfg. & Mining Co., Myers, Ky.
- F. W. Blair & Co., Chattanooga, Tenn.
- Loomis & Hart Mfg. Co., Chattanooga, Tenn.
- Swan-Day Lumber Company, Jackson, Ky.
- Wiborg, Hanna & Co., Cincinnati, Ohio.
- John B. Ransom & Co., Nashville, Tenn.
- Ford Lumber Company, Ford, Ky.
- Kentucky Lumber Co., Burnside, Ky.

W. M. Ritter Lumber Co., Cincinnati, Ohio.

Lieberman, Loveman & O'Brien, Nashville, Tenn.

Yellow Poplar Lumber Co., Coal Grove, Ohio.

C. Crane & Co., Cincinnati, Ohio.

Davidson-Benedict Co., Nashville, Tenn.

Sudduth & Bailey, Welch, W. Va.

W. H. Dawkins Lumber Co., Ashland, Ky.

E. L. Edwards Lumber Co., Dayton, Ohio.

Fridman Lumber Co., New Richmond, Ohio.

Adkinson Bros., Carrollton, Ky.

Covington Saw Mill & Mfg. Co., Covington, Ky.

T. J. Asher & Sons, Wasioto, Ky.

Norman Lumber Co., Louisville, Ky.

The Nicola, Stone & Myers Co., Cleveland, Ohio.

J. D. Hughes Lumber Co., High Bridge, Ky.

Sherburne Milling Co., Sherburne, Ky.

Newport Milling Co., Newport, Ky.

Vansant, Kitchen & Co., Ashland, Ky.

John W. Mahan & Co., Catlettsburg, Ky.

C. L. Ritter Lumber Co., Clay, W. Va.

H. Fugate Co., Richlands, Va.

Burt & Brabb Lumber Co., Ford, Ky.

After considerable discussion of prices a price list committee was appointed as follows:

C. Crane, chairman; F. S. Hamlin, H. B. Curtin, M. F. Green, A. J. Gahagan.

Later this committee and its report, as amended and adopted, was as follows

f. o. b. Ohio River points:

PRICE LIST.

3/8-inch first and seconds, 10-inch and wider.....	\$31.00
5/8-inch firsts and seconds, 20 to 29-inch.....	38.00
3/4-inch firsts and seconds, 30-inch and up.....	60.00
5/8-inch saps.....	24.00
5/8-inch common.....	22.00
5/8-inch shipping cull.....	13.00
3/4-inch firsts and seconds, 7 to 19-inch.....	33.00
3/4-inch firsts and seconds, 20-inch and up.....	40.00
3/4-inch common.....	23.00
3/4-inch shipping culls.....	14.00
1-inch firsts and seconds, 7 to 18-inch.....	37.00
1-inch firsts and seconds, 19 to 24-inch.....	44.00
1-inch firsts and seconds, 25 to 29-inch.....	50.00
1-inch firsts and seconds, 30-inch and up.....	65.00
1-inch No. 1 common.....	26.00
1-inch No. 2 common.....	20.00
1-inch shipping culls.....	15.50
1-inch saps and selects.....	30.00
1 1/4, 1 1/2 and 2-inch saps and selects..	32.00
1 1/4, 1 1/2 and 2-inch firsts and seconds...	39.00
1 1/4, 1 1/2 and 2-inch No. 1 common....	28.00
1 1/4, 1 1/2 and 2-inch No. 2 common....	21.00
1 1/4, 1 1/2 and 2-inch shipping culls....	17.00
2 1/2 and 3-inch firsts and seconds....	41.00
4-inch firsts and seconds.....	43.00
2 1/2, 3 and 4-inch No. 1 common.....	30.00
2 1/2, 3 and 4-inch shipping culls.....	20.00
4x4-inch squares, firsts and seconds...	37.00
5x5 and 6x6-inch, 1st and 2ds.....	40.00
7x7-inch squares.....	42.00
8x8-inch squares.....	44.00
9x9-inch squares.....	46.00
10x10-inch squares.....	48.00
12x12-inch squares.....	50.00
Common sqs., \$10 below 1st and 2ds	
Box boards, 8 to 12.....	34.00
Box boards, 13 to 17.....	40.00

A number of those present stated that they were obtaining the equivalent of those prices, others were getting nearly as much and it was believed the list did not represent an unreasonable advance and that it could easily be maintained.

Regarding the matter of grading rules a committee on grading was appointed, consisting of A. B. Ransom, C. M. Crawford, W. H. Thomas, C. S. McConnell and John Moriarty was appointed and reported the following rules on rough poplar, which were adopted. They also adopted rules on dressed poplar, which space will not permit us to publish.

OFFICIAL GRADING AND INSPECTION RULES OF THE YELLOW POPLAR MANUFACTURERS' ASSOCIATION, ADOPTED APRIL 18, 1902, AT LEXINGTON, KY.

Rules for the Inspection of Poplar Lumber.

General Instructions.

1. The question of grading and inspecting lumber is so much a matter of judgment to the inspector, as each piece comes before him, that no definite and positive rules can be laid down on paper by which any piece of any thousand feet can be inspected.

2. The variety of defects and their location upon a piece and their size have such relations to each other that the inspector necessarily must depend upon his own judgment in grading, guided by the following rules so far as they will apply practically.

3. Lumber must be inspected and measured as the inspector finds it of full length and width. He shall make no allowance for the purpose of raising the grade.

4. In inspecting all lumber, both sides of the piece shall be taken into consideration in making the grade, bearing in mind that 90 per cent of all lumber only shows one face when finished.

5. Lumber shall be well manufactured, of plump and even thickness, and have parallel edges, and all ends shall be sawed square or as near as can be done with a cross-cut saw. All ragged or bad ends shall be trimmed by the manufacturer or reduced one full grade.

6. Tapering lumber shall be measured one-third the length of the board from the narrow end, except lumber sawed for dimension widths, which shall be measured at the narrow end and must not be over one-quarter inch scant of the width intended.

7. All badly missawed lumber and scant sawed inch which will dress only three-quarter inch shall be reduced one full grade, or dressed down by the manufacturer and put in the standard thickness in which it belongs.

8. All lumber shall be tallied surface or face measure and the tally counted up, and the one-quarter or one-half added to the total where the lumber is one and one-quarter, or one and one-half inches thick, and two inches and thicker to be multiplied by the thickness.

9. In the measurement of all lumber all fractions over one-half inch shall be counted to the next foot and all fractions of one-half inch and under shall be counted off, except in the measurement of green lumber all fractions of a foot shall be disregarded. This applies only to lumber that has never been on sticks.

10. Splits are not to exceed twelve inches in length in firsts or one-sixth the length of the piece in seconds. In the aggregate

not more than 20 per cent of the whole in either quality may be so split.

11. Splits that do not diverge more than one inch for each foot in length are to be considered straight splits.

12. A straight split not exceeding six inches in length in one end of a piece of lumber eight inches and over wide shall not be considered a defect.

13. Season checks are not to be considered defects, but if of so serious a character as to damage the lumber, are to be considered by the inspector.

Wide pieces of lumber that would take two or three standard knots may have one large knot equal to two or three standard knots if there are no other defects.

15. Sap should be considered bright that will show bright after dressing.

16. In inspecting stock two inches and thicker the inspector shall take into consideration the thickness as well as the width in making the grade.

17. Bright sap shall not be considered a defect in the common grades of lumber.

18. The rules for the inspection of lumber are intended to define the poorest piece that will go in a given grade where the defects are slightly beyond the specifications making it a line board. Fourteen and 16 foot lengths should be given advantage in grade, 10 and 12 foot reduced.

STANDARD DEFECTS.

1. One knot not exceeding one and one-quarter inches in diameter.

2. Two knots not exceeding in extent or damage one $1\frac{1}{4}$ -inch knot.

3. One straight split not to exceed one-sixth the length of the piece.

4. Sap to one-fifth the width of the board in the aggregate, unless otherwise stated.

5. Worm holes or grub holes not to exceed in extent or damage one standard knot.

6. Rafting pin holes not to exceed in extent or damage one standard knot.

7. One bark edge or wañe not to exceed one inch in the aggregate, running not to exceed one-third the length of the board and only showing on one side.

STANDARD THICKNESSES.

The standard thickness of lumber is three-eighths, one-half, five-eighths, three-fourths, one, one and one-fourth, one and one-half, two, two and one-half, three and four inches.

SPECIAL INSPECTION.

Log run means the full run of the unpicked logs, mill culls out.

COMMON AND BETTER.

Common and better means the full run of the unpicked logs with culls and mill culls out. Common and better must contain at least 33 1-3 per cent of firsts and seconds.

MERCHANTABLE.

Merchantable means the full run of the log with mill culls out and the common and better shall be measured full and culls one-half.

STANDARD LENGTHS.

Standard lengths shall be ten, twelve, fourteen, sixteen, eighteen and twenty feet, not exceeding 15 per cent ten-foot in firsts and seconds.

Standard lengths in sap and common shall be eight, ten, twelve, fourteen, sixteen, eighteen and twenty feet, not exceeding 5 per cent of eight foot and 15 per cent of ten foot.

POPLAR.

Firsts shall be eight inches and up wide, and clear up to ten inches.

Eleven and twelve inches will admit two inches of bright sap.

Thirteen and fourteen inches will admit two inches of bright sap and one standard knot, or four inches of bright sap if there are no knots.

Fifteen and sixteen inches will admit two standard knots, or one standard knot, and three inches of bright sap, or five inches of bright sap if there are no knots.

As widths increase defects may increase in proportion.

Seconds shall be seven inches and up wide.

Seven inches must be clear.

Eight inches will admit one inch of bright sap, but no other defects.

Nine, ten and eleven inches will admit one standard knot or two inches of bright sap or equal defects.

Twelve and thirteen inches will admit two standard knots, or one standard knot and two inches of bright sap, or four inches of bright sap if there are no knots, or equal defects.

Fourteen and fifteen inches will admit three standard knots, and four inches of bright sap, or seven inches of bright sap, if there are no knots or equal defects.

As widths increase defects may increase in proportion. At eighteen inches and up sap is not to be considered a defect in seconds, provided there are no knots. In the combined grades of firsts and seconds 50 per cent must be firsts and 50 per cent may be seconds.

SAPS AND SELECTS.

Saps and selects shall be a combined grade. Saps shall be four inches and up wide and clear of knots up to ten inches.

Eleven and twelve inches will admit one standard knot.

Thirteen inches and up will admit two standard knots.

Straight splits not to exceed one-fourth the length of the piece will be allowed, if there are no knots.

Selects shall be seven inches and up wide, and grade as good as firsts and seconds on face side, the opposite side firm and durable.

Sun checks not showing on face side when dry and knots beyond that would constitute a common or a piece that has one more defect showing on both sides than a second.

NO. 1 COMMON.

No. 1 common shall be five inches and up wide. Five inches will admit one standard knot, or equal defects.

Six and seven inches will admit two standard knots, or equal defects.

Eight, nine and ten inches will admit three standard knots, or equal defects.

As widths increase defects may increase in proportion, provided the board will work two-thirds clear cuttings, no piece to be less than five inches wide, and three feet long. Bright sap admitted in this grade without limit, or one-third stained sap; straight splits not to exceed one-third the length of the piece not to be considered a defect in this grade.

NO. 2 COMMON.

No. 2 common shall include all lumber four inches and up wide that will not come up to the grade of No. 1 common, that will cut 50 per cent clear in short pieces. No cutting to be less than two feet long and four inches wide. Stained sap shall not be considered a defect in this grade.

CULLS.

Culls shall include all lumber that will not come up to the grade of No. 2 common, and will be a board that can be used for sheathing, crating, boxing, etc. Fine pin

worm holes admitted in this grade if the lumber is sound.

MILL CULLS.

Mill culls shall include all lumber that will not come up to the grade of culls.

STRIPS.

Strips shall be four, five and six inches wide and clear on face side, admitting one inch of sap on one edge showing only on face.

SQUARES.

Firsts are to be sound and free from heart, shakes and checks.

Eight, nine, ten and twelve feet will admit two standard knots or two inches of bright sap on two corners.

Fourteen, sixteen and eighteen foot lengths will admit three standard knots, or three inches of bright sap on two corners.

Second shall be graded same as firsts as regards knots, but bright sap shall be admitted without limit. If there are no knots one-third sound discolored sap will be admitted, or slight seasoning checks on one side. These defects are based on 6x6 squares and bear the same ratio in other sizes.

COMMON SQUARES.

Common squares will include all squares not up to the grade of firsts and seconds that will cut two-thirds their length clear in short pieces that can be used for newells and short turnings, or will admit of stained sap without limit, if they have no more defects than would go in a second, or will admit of slight seasoning checks running full length on two sides.

BOX BOARDS.

Eight to twelve and thirteen to seventeen inches, twelve, fourteen and sixteen feet long only. Bright sap is no defect or slight discolored sap that will dress up sound, not necessarily bright, but not black.

One sound knot not to exceed one inch in diameter, showing on one side only, will be admitted in this grade.

Splits in twelve foot may be fifteen inches long, or a knot that will cut off, leaving the board ten feet six inches long. Fourteen feet is used for making one side ten feet six inches, and one end three feet six inches, so a split is a serious defect in this length, but ten per cent of all fourteen foot in a given lot may have one split not to exceed twelve inches in length. Sixteen foot may have one standard knot showing through the piece, provided it will cut two pieces, same as a fourteen-foot board.

The Standard Mill Work Company, a recent organization of Wisconsin lumbermen, have decided to locate their plant at Norwood, a suburb of Cincinnati, Ohio. A site of twelve acres has been secured, and on this a modern sash, door and blind factory, to cost \$50,000, is to be erected.

The O. H. Keller chair factory of Marion, Ind., has changed hands. The purchasers are Fred Genstead, Jno. B. McGuffin and Andrew Jackson, all of them having been connected with the old management.

The Gernert Bros. Lumber Company's yard at Louisville, Ky., was completely destroyed by fire recently. The loss will be in the neighborhood of \$80,000, fully insured.

Making Ready For the Big Meeting.

THE PRESIDENT'S OFFICE.

Reports from the office of the president indicate that the St. Louis lumbermen will, on the occasion of the coming meeting of the National Hardwood Lumber Association, fully sustain their reputation for hospitality. It is probable that St. Louis is the largest lumber market in the United States, it being the headquarters of nearly all of the big yellow pine concerns, as well as an immense hardwood market, and the St. Louis lumbermen have established a reputation for doing things which they undertake in the best possible manner, and President Smith says that they are preparing a specially warm reception for the Hardwood Lumber Association.

The Southern Hotel, where the convention will be held, is especially well adapted for taking care of such a meeting. It is built on a big, generous plan, with plenty of suitable rooms for committee meetings, banquet rooms and assembly rooms. It is to be regretted the time will not permit of a visit to the great hardwood lumber yards of St. Louis, that is, time for the convention to go in a body. Those of the delegates who have the time to make an individual visit will see something well worth their while. Stocks of lumber are, of course, below the normal in St. Louis, as at every other point at this time, but for a visitor who has never had the pleasure of going through the St. Louis lumber districts, it will be well worth his time and he will see so much lumber that he will rather doubt the statement of the St. Louis lumbermen that their stocks are only about half what they ordinarily carry, which is a fact, nevertheless.

President Smith is doing a great amount of work for the success of the meeting, sending out personal letters wherever he thinks he can do any good. In fact, President Smith has made a most excellent president, devoting an amount of time and attention to the work of the association which is a true indication of the hearty interest he takes in its welfare.

SECRETARY'S OFFICE.

From the secretary's office we receive very encouraging reports regarding the forthcoming fifth annual convention of the National Hardwood Lumber Association. Mr. Vinnege says that up to the present time the increase in membership over that of a year ago amounts to about 100 members. This is after all withdrawals for different reasons have been deducted. The net gain is about 100, and at the present rate of increase will exceed that number at the time of the St. Louis meeting.

The secretary's office is turning out an immense amount of work, and if the meeting is not a success it will not be the fault of the hard-working secretary. The secretary's system of building up the National association has been a simple one and consists in keeping everlastingly at

work, never allowing the trade to forget that the National association wants their support. He has sent out over 9,000 pieces of mail in the last month and is still at it, but the end is in sight. The formal invitation is being issued this week, and with a gentle reminder or two lest the members should forget the date, he will probably close his campaign.

One encouraging feature is the class of firms that are coming in the association. Large firms of the highest standing are sending in their applications for membership and pledging their support to the great work which the association is doing.

Below we print copy of the invitation and also of the program of the meeting:

THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

You are invited to attend the fifth annual convention of the National Hardwood Lumber Association, to be held in St. Louis, Mo., May 15 and 16, 1902.

At this meeting there will be an election of officers, reports of important committees and other business properly coming before the annual meeting. Your presence is earnestly requested.

The headquarters will be at the Southern Hotel, and, as the attendance promises to be large, members are advised to secure hotel accommodations at an early date. Very truly yours,

F. H. SMITH, President.

A. R. VINNEGE, Secretary.

ORDER OF BUSINESS.

THURSDAY, May 15.

9 a. m.—Meeting of board of managers.
10 a. m.—Assembly of delegates in convention hall.

1. Roll call.
2. Report membership committee.
3. Address by the president, Mr. F. H. Smith.

4. Secretary's report.
5. Treasurer's report.

12:30 p. m.—Adjourn for luncheon.
2 p. m.—Convention will reassemble.

6. Report inspection bureau committee, by J. W. Thompson, chairman.
7. Report revision committee, by Theo. Fathauer, chairman.

5 p. m.—Adjournment.

FRIDAY, MAY 16.

10 a. m.—Reassembling of convention.

1. Election of officers: President, first vice-president, second vice-president, third vice-president, secretary, treasurer and three directors.

12:30 p. m.—Adjourn for luncheon.
2 p. m.—Convention will reassemble.

2. Appointment of committees.
3. Reports of special committees.
4. Unfinished business.
5. New business.

5 p. m.—Adjournment.
5:30 p. m.—Meeting of board of managers.

THE SURVEYOR GENERAL'S OFFICE.

Mr. Wall informs us that the situation in his department has improved several hundred per cent over that of a year ago. He now has 31 inspectors actively at work

under his jurisdiction and the amount of work they are doing is very pleasing. Better than that is the satisfaction this work is giving. The first year of the inspection bureau there was some difficulty in getting the new machinery to run smoothly, but the rough edges are being rapidly worn off and the duties of his office are not nearly so vexatious as formerly.

The report which he will have to make at St. Louis will, he thinks, more than satisfy the members of the association. For the success of this department too much credit cannot be given Mr. Wall for his painstaking work. It took ability of no mean order to evolve the inspection bureau out of nothing at all, and we are certain that the hardwood trade appreciates Mr. Wall's efforts at their true value.

Things are working much smoother in his department since the employment of Mr. W. W. Whieldon as traveling representative. Mr. Whieldon is the right man in the right place, a man who wins the confidence of everyone who comes in contact with him. Mr. Wall reports that Mr. Whieldon is now in the South and reports that he is establishing a number of new inspectors and getting many new members from the best lumbermen in the South. Following is a list of inspectors now at work for the National Hardwood Lumber Association:

John Welsh, Buffalo, N. Y., 121 Maurice street.

James L. Stewart, Buffalo, N. Y., 890 Elk street.

John S. Coman, Menominee, Mich.
Obenauer & Johnson, Alpena, Mich., and Bay City, Mich.

Chas. Christianson, Manistee, Mich.
Grund, Gillett & Cunningham, Traverse City and Boyne City, Mich.

E. T. Montague, 501 Cass avenue, Grand Rapids, Mich.

Rath & Collier, Ludington, Mich.
Brandberg & Wilson, Ludington, Mich.
Grant Harrison, Charlevoix, Mich.

L. A. Hoyt & Co., East Jordan, Mich.
Walter Tillitson, Harbor Springs, Mich.

H. T. Nancarrow, Yankee Dam, W. Va.
G. N. Bailly, St. Louis, Mo., Security building.

H. P. Jones, St. Louis, Mo., Security building.

P. F. Fitzgibbons, Bedford, Ind.
Jas. W. Hale, Indianapolis, Ind., East Noble street.

A. L. Moore, New Orleans, La., care Lumbermen's Exchange.

A. F. Barry, Kansas City, Mo., 502 Whitney building.

R. J. Ryan, Memphis, Tenn., Arlington Hotel.

A. E. Snyder, Cincinnati, O., Eighth street and McLeod avenue.

Charles E. Morris, Cincinnati, O., 1324 Linn street.

J. R. Hiller, Harriman, Tenn.
Chas. R. Roche, Detroit, Mich., 872 Porter street.

Wm. E. Ennis, Detroit, Mich., 207 Eighteenth st.

Mr. Wm. Brammer, Kansas City, Mo.

Robt. Willis Ricketts, Memphis, Tenn., 655 Keel street.

Edgar Campbell Rogers, Memphis, Tenn., 128 Fifth street.

Wm. Threlkeld, Evansville, Ind.
Albert Olson, Chicago, Ill., 24 Union place.

G. W. Taylor, Sardis, Miss.

The Man About Town.

LUMBER ELOQUENCE.

I just happened to think that I have a grudge against lawyers and thought maybe I'd better tell you about it.

There is nothing personal about it, mind you. No lawyer ever beat me out of anything. Bless your heart! I never had anything for a lawyer to beat me out of.

I never had a law suit. Never had anything to have a law suit about or with. I came pretty near going into a law suit once, but I restrained myself. I consulted a lawyer about it, but he wanted me to pay him \$10 before he would express an opinion one way or another. As I didn't have the \$10, I became indignant and let the matter drop. It takes money to law people and for that reason I have never lawed anybody, and for the same reason no one has ever lawed me.

I was on a jury once, trying an insurance case, and went sound asleep while one of the lawyers was opening the case. The judge excused me and I have never been put on a jury since.

I was a witness one time and a smart Aleck of a lawyer got me tangled up in my testimony until I swore all around the case and the lawyer on our side asked the judge to have my testimony stricken out.

I have a soul above personal malice, however, and allow no little thing to rankle in my bosom. My objection to lawyers is that as a class they have a way of getting the best things in life without doing any work to amount to anything.

Nearly all our great men have been lawyers. There are some honorable exceptions, to be sure, but most of our presidents, senators, governors and members of Congress have been and are lawyers. They have a way of pushing themselves in, and as they don't have to work for their money, but just take it away from people, they have lots of time. And, having the making of the laws in their hands, they have things arranged so that they can rob you and you can't help yourself; but they are no better nor smarter than anybody else.

* * *

The foregoing was suggested to me by the amount of eloquence which has seethed and bubbled around the headquarters of the hardwood lumbermen of Chicago during the past week or two, upon the subject of the National Hardwood Lumber Association. You'd think that the lawyers, who claim to possess most of the eloquence of the country, were not in it.

"I think," said a lumberman from out of town, "that the National association has done more harm than good. What do I mean? Well, to illustrate, I'll cite just one case. The latter part of last year I sold a car of common oak to a firm of consumers in Chicago. Several years ago we sold

that firm right along and had no trouble. Of late we hadn't sold them anything until that last car.

"Now, on that last car we made them the usual grade, such as they had always been satisfied with. If anything, we made it a little better, but when it arrived in Chicago, what happened?

"When it arrived in Chicago the firm wrote us, saying they had inspected it by the National rules and found 20 per cent of culls in it. So the consequence was that I was euchered out of that much. It didn't amount to much on that car, of course, but that is just an illustration."

"If you were getting the worst of it," said someone, "why didn't you demand a reinspection by a National inspector?"

"A reinspection?" said the out-of-town lumberman, scornfully, "I didn't want a reinspection."

"You mean that the 20 per cent of culls was there."

"Of course they were there; but it was a grade that used to go, before National rules were heard of, and no trouble about it."

"Isn't it a fact that you came to Chicago last fall, when orders were hard to get, and took that order under the market, expecting to make up by putting in the 20 per cent of lower grade?"

"And what if I did? I made the grade to fit the price, and the buyer was getting his money's worth. It was a grade he used to be satisfied with, and when things are going all right, why not let them alone? Since these National rules have got scattered around you can't tell where you are at. It's getting so it isn't safe to quote on anything less than a National grade. If you quote on that grade you don't get the order, and if you quote low, expecting to put in a small percentage of first-class culls, the buyer is apt to pull the National rules on you and you will lose money on the shipment. It is a blankety blank nuisance."

* * *

"There are some mighty curious people in the world," said a prominent Chicago lumberman. "Some time ago I wrote a man who has been very prominent in pushing the National association for quotations on a certain class of hardwood lumber. He named me a price, which, by the way, was too high, and then added that his inspection and measurement was to be final."

"I wouldn't buy lumber from my grandmother on such terms—that I should take and pay for anything he saw fit to send me. I wrote him to that effect and offered to buy on National inspection, the inspector in his market to do the work. He replied, briefly, that he was not selling on National inspection.

"There are, I know, a good many prominent members of the National association who will not sell on National rules, for they are opposed to the rules as they are, but this man is one of the strongest opponents to changing the rules at all. Had I been a consumer he could have justified himself in a measure by saying that the National rules were only meant to apply between lumbermen. In my case he had no such excuse. He is in the position of indorsing the rules as they are, and yet refusing to do business on them. If there is any sense or reason, wit or wisdom, in such a position I fail to see it.

"It is the most inconsistent thing I ever saw, except on the theory that he wants to keep the rules where nobody will do business on them, thereby rendering the work of the National association ineffective."

* * *

"The man you have spoken of," said another gentleman, "reminds me of a neighbor of my father's when we used to live on a farm.

"He lived a good distance out and only went to town occasionally. Going to town was quite an event and he would spend a good portion of two or three days making preparations. He was a rather absent-minded and forgetful chap, so he would take great pains in preparing a list of things to bring home.

"He went about preparing his list with a great deal of system. First he would write down all the things he could think of that the family could possibly need. Then he would go over the list, carefully crossing out everything they could do without. Then he would go over what he had left and trim the list down to what he could afford to buy. Finally he would go to town with this list, which had cost so much time and trouble, and nine times out of ten he would lose it before he had made half a dozen purchases, and have to guess at the balance.

"That reminds me of those men who went to all the trouble to organize the National association, and worked night and day preparing a set of inspection rules—and then, when they have the rules to their satisfaction, refuse to do business on them."

"It is curious," said the Chicago man.

* * *

"I see," said another gentleman, "that the poplar manufacturers have formed a very large and very strong association and have put out a price list that will make your whiskers curl. I don't know, though; it's a mighty strong organization and ought to pretty nearly control the situation. They can, I believe, if they can keep peace among themselves and act reasonably with the public. The present is a mighty good

time for them to organize, because of the lightness of stocks. I haven't much faith in an organization to put up prices when everybody is loaded to the guards. The temptation to unload is too great.

"As I say, the trouble is going to be to keep peace among themselves. I was salesman for a big poplar concern, in the days when M. T. Green organized the poplar interests, and we had a merry old time.

"There are more ways than one of cutting prices, you know. One way, a very crude and brutal way, is to just slice off a dollar or two. Another, and more refined method, is to cut the price by raising the grade.

"My boss, being a man of considerable refinement, chose the latter course. Cut a price? No, sir! We defied anybody to show a single instance where we had sold under the list. But I knew I was expected to work my way out on a buyer's yard, see what kind of a grade he was getting at list price, and then blow our grades up and insist on putting in a car, just to show him. Then we would make a grade out of sight, easily worth two or three dollars a thousand more than the grade he was getting. But cut a price? No, sir!

"To maintain a uniform price the poplar men will need to make arrangement for securing a uniform grade. The Michigan Maple Company has entirely removed this difficulty by turning their inspection over to the National Inspection Bureau. Conditions in the poplar trade are entirely different, however, but the difficulty will have to be met. There are some poplar concerns whose reputation for making grades worth two or three dollars a thousand above the grades of other mills will bring them all the orders at the same price.

"I see they have adopted a set of rules which will mean a great lowering in the grades which many of the mills have been making. I doubt the wisdom of this, but if they are satisfied, I am. It would seem funny, however, to see some of the poplar firms I could mention make a grade such as those rules call for."

* * *

"Everybody is talking about inspection rules these days," said a Chicago wholesaler, "and I am not greatly interested in them. There is one thing I would like to see remedied, though, and that is the grade of common cypress. As that rule now is it takes in everything below the grade of 'shop.' The requirement for 'shop' is that it shall work 60 per cent clear of waste. Everything below 'shop' goes into the grade of common, the rule even admitting what in any other wood is mill culls.

"Chicago has become a good market for low-grade cypress, to be sold in competition with low-grade white pine. Low-grade white pine has come to be so very low in quality and so high in price that a grade of cypress, taking, say, everything that will work 40 per cent and up, would sell very profitably in this market. I am



CHARLES W. MILLER, GOSHEN, INDIANA.

The portrait herewith is of Mr. Charles W. Miller, an attorney of Goshen, Ind., and connected with Lesh, Prouty & Abbott of East Chicago as a partner in the lumber business. He has recently been nominated for the office of attorney-general of the state of Indiana on the Republican ticket.

The strongest kind of rivalry existed in the nomination for this office. Mr. Miller succeeded in landing the plum on the third ballot.

Mr. Miller is one of the brightest young attorneys in the West and is prominent in commercial circles. Besides the hardwood lumber business he is interested in the banking business and independent telephone industries in the northern part of the state.

He is also known as a shrewd politician, and although Indiana is about equally divided politically, a good campaigner, as Mr. Miller is, will likely turn the tide the Republican way in the coming election.

selling a good deal as it is, but am handicapped by the very poor stuff which the shippers may, and do, put in under the present rule.

"I don't presume to dictate to the cypress people, who are good business men, but they should change their rules to meet changing conditions. Formerly, shipping such low-grade cypress to Chicago was not to be thought of, but I believe if they will amend that rule to shut out the worst of the mill culls, it will be to their interest."

* * *

And so it goes. The hardwood lumber trade is stirred from center to circumference and the St. Louis meeting will be a hummer.

LOCAL GOSSIP.

The Fullerton-Powell Hardwood Lumber Company of South Bend, Ind., report business very satisfactory, both as to supply and demand. Inquiries and orders are plentiful and shipments are made with less delay than has been the case.

* * *

An old friend and neighbor of the Hardwood Record was a visitor to the Chicago market last week. Mr. Adler used to be known around here as plain Cy, but since he has moved to Kentucky the boys are not so familiar. He comes and goes now as Colonel Adler, and, so the Colonel says, he left the little town of Lyons to avoid the necessity of answering inquiries for "superior hardwood flooring." He says their inability to supply their trade makes him sick, and asked us if we ever looked through a keyhole and noticed the difference of the scope beyond when you were ten feet away and when you had your eye right up against it? "If you have," he said, "you will understand how I feel about this hardwood business. The trouble was that I was too far back for so long

a time that I lost many a golden opportunity."

* * *

Mr. M. F. Butters, of the Butters Salt & Lumber Company of Ludington, Mich., was a visitor in the Chicago market last week.

* * *

The Perley Hardwood Lumber Company of South Bend, Ind., who are chiefly concerned in the manufacture of bent wood-work, report business in their line unusually brisk and altogether satisfactory.

* * *

Mr. Mishler, of the firm of Mishler, Penrod & Abbott, states that their business is being wound up there as rapidly as possible, preparatory to removing his mill to New Madrid, Mo. Mr. Mishler will be alone in the new deal and will be in operation about the first of August. The tract of timber which he purchased in that section of the country consists principally of oak and hickory.

* * *

Heath, Witbeck & Co. close their fiscal year the first of May and they are now engaged in taking invoice of stock on hand. Messrs. Heath and Witbeck have been associated together in the hardwood business for the past eleven years, the first two years as I. Tomlinson & Co. and since then as Heath, Witbeck & Co. They are one of the live hardwood concerns of Chicago, and have built up a hardwood business that is second to none in the Chicago market.

* * *

Mr. J. L. Lane is a new factor in the hardwood trade of Chicago, or rather, we should say new in the way of having started in business on his own account here. Mr. Lane is well known in the hardwood trade, having formerly been in Kansas City as the Lane-Connelly Hardwood Lumber Company, and prior to that

time engaged in the manufacture of hardwoods in Arkansas under the firm name of the Greenway Lumber Company. Mr. Lane will handle lumber as manufacturers' agent, making a specialty of oak, yellow pine and cypress. His office is at 1116 Chamber of Commerce.

* * *

W. O. King & Co. as usual are in the front of the procession. Navigation is a little early this year, but none too early for them. They have already received three cargoes and three more are loading this week at Boyne City, and Menominee, Mich. W. O. King & Co. will continue to carry one of the largest hard maple stocks in the city.

* * *

The Schooler-Munro Lumber Company is the name of a new hardwood lumber organization which will succeed to the business of the Carter-Munro Lumber Company of this city. They will do a strictly wholesale carload business, but will maintain their office at the corner of Ashland avenue and Carroll street, where the old company formerly carried a small yard stock. Mr. Schooler, who represents the new interests, has been trading in the Chicago market for the past ten or twelve years, his latest connection being as traveling buyer and salesman for the F. S. Hendrickson Lumber Company, the well-known wholesalers in southern hardwoods of this city.

* * *

C. C. Mengel, Jr., & Bro. Co. of Louisville, Ky., reports business away up. They state that they are exporting three cars this year to every one last year. They have large stocks of walnut and mahogany logs. Their yards cover 63 acres and is on the main line of both the L. & N. Ry. and the Southern Railway. They are just completing a new band saw mill which will probably be the most complete in the

* * *

The Minneapolis Lumber Company of Moultrie, Ga., announces a change in the management of their wholesale department by placing at the head of same Mr. J. H. Trump, who is well known to the yellow pine and hardwood trade. Mr. Trump's experience, extending as it has over a period of twenty years, makes him a valuable adjunct to their business. The company at the present time have a capacity of 65,000 feet, having one mill at Dovel Run, Ga., and the other at Homersville, Ga. Their main office is at Moultrie, Ga.

* * *

A lumber deal affecting a large tract of hardwood timber lands in Osceola County is now in process of consummation, whereby a large tract owned by J. S. Stearns of Manistee has passed into the hands of John Canfield, also of Manistee. The land in question is valued at about \$75,000.

The Greenfield Lumber and Ice Company of Greenfield, Ind., whose plant was recently destroyed by fire, are rebuilding.

ENDORISING CHANGE IN SIZE.

Indianapolis, Ind., April 21, 1902.

We are in receipt of your issue of April 19 and think the new size is all right and bound to attract favorable attention.
THE NATIONAL DRY KILN COMPANY.

* * *

Cincinnati, O., April 23, 1902.

I suppose from the standpoint of an advertiser the new size of the Record is a great improvement, but as one of the laity members I have a sentimental fondness for the old size.

J. D. BOLTON,

With C. Crane & Co.

* * *

Cincinnati, O., April 24, 1902.

I consider the new uniform of your journal quite an improvement and worthy of the paper.

F. M. POSSELL,

Of Gage & Possell.

* * *

South Bend, Ind., April 23, 1902.

The change in size of the Record was unexpected and we were considerably surprised, but we think it is a decided improvement. In this connection we also wish to say that we consider the Record indispensable to any firm interested in hardwoods.

THE PERLEY HARDWOOD LUMBER COMPANY.

* * *

Chicago, Ill., April 19, 1902.

I have just had a copy of your issue of to-day laid on my desk and want to say, that if it isn't 50 per cent better than the old size I will eat my hat (a la Carter Harrison).

FRANK KENWORTHY,

Superintendent Blakely Printing Company.

* * *

Racine, Wis., April 25, 1902.

The new size and dress of the Hardwood Record is attracting favorable comment everywhere I have been, and I congratulate you on your business acumen and progressiveness. It is sure to be a winner.

W. B. DUTTON & CO.

* * *

Nashville, Tenn., April 26, 1902.

We note with much pleasure the improvement that you are making in your paper. The increased size of the Record and the new dress in which you have clothed it is indicative of the prosperity and growth of this great exponent of the hardwood trade, and we hope that it will continue to grow, and both it and its editor continue to wear new clothes as its prosperity increases, and that other improvements may also continue which we have needed in the hardwood lumber business for a number of years.

The conditions of trade as we see them and prospects for the future are very bright and flattering. The only drawback is the scarcity of logs. If we could get all the logs that we want we could double our sales over last year a half dozen times.

The fact that the demand is far in ex-

cess of the supply naturally advances the price on hardwoods from this section and prices will advance, in our opinion, during the remainder of this year.

Yours truly,

PREWITT-SPURR MFG. CO.,

J. H. Baskette,

Secretary and Treasurer.

* * *

Greencastle, Ind., April 26, 1902.

We are glad to acknowledge receipt of the Hardwood Record in her new dress, and wish to say we like the change very much and are quite sure it will meet with the approval of your friends and patrons. We are always glad to receive the Record and it never goes unread in our office. Wishing the Record many years of prosperity, which it deserves, I am,

Very truly yours,

C. H. BARNABY.

OUR ADVERTISERS.

Among our new advertisers we failed to mention in our last issue was Vollmar & Below, Marshfield, Wis., The Fenwood Lumber Company, Wausau, Wis., Hayden Bros. Lumber Company, Chicago, and F. A. Nolan of St. Paul, Minn.

The first-named firm, Messrs. Vollmar & Below, are offering a choice lot of bone dry stock, consisting of birch, elm, basswood, ash and oak. A full description is shown on page 24 of this issue.

The Fenwood Lumber Company of Wausau, Wis., mention particularly rock elm, soft elm and black ash, but they manufacture all kinds of Wisconsin hardwoods at their mill at Fenwood, a station a few miles west of Wausau, on the Northwestern road.

You will find an interesting advertisement on the outside front cover this issue. F. A. Nolan, wholesale dealer in Wisconsin hardwoods, with offices in the New York Life building, at St. Paul, Minn., has a large stock of hardwoods at Boyceville, Wis., ready for shipment. Mr. Nolan also handles railroad timber and piling.

The Hayden Bros. Lumber Company are accumulating a choice lot of both northern and southern hardwoods on their yard at Jefferson and Twenty-second streets. Mr. Richmond as manager, and Mr. Hoswell as treasurer, are both cordial and business-like and the Hayden Bros. Lumber Company is one of the most substantial hardwood firms in the city. They are particularly partial to buying mill cuts or large blocks of stock, and are in the market now for the various kinds of hardwoods.

Seven acres of lumber sheds and piles of lumber were swept by flames at the Indiana Box Company's plant at Anderson, Ind., on April 27. The loss is \$40,000, with \$18,000 insurance.

G. & W. Kramer, Richmond, Ind., show their stock list in this issue. They have a fine lot of Indiana hardwoods, consisting principally of plain and quartered oak.



MARKET REPORTS

THE CHICAGO MARKET.

Dry hardwood stocks of all kinds continue in rather short supply in this market. In comparing the situation this spring with that of the spring 1899, the last good business year the hardwood trade enjoyed previous to this one, we find conditions considerably different. The hardwood dealers of Chicago began the year of 1899 with large stocks of lumber. This year the stocks were very light. By reference to the files of the Record for May, 1899, we find that at that time the prospects for a large season's production of hardwood lumber of all kinds were excellent. Now the prospects are that the production will be below the average. From all sections, both North and South, our advices are that the production of hardwood lumber for this season will be light. From these comparisons you can see that there should be more permanency to the present prices than there was to the prices of 1899. We do not believe there has been a time in ten years when dry hardwood lumber was scarcer than it is at present, nor a time when the prospect for production in the near future was worse, so we cannot see anything for us to do except to continue on the bull side of the market. Prices seem to be, on the whole, higher than they were in 1899. There is scarcely a kind or grade of lumber but is higher now than at any time in ten years, and in some cases two or three dollars higher.

So much for stock on hand and prospects for future supply. At the consuming end conditions continue very favorable to the hardwood lumber trade. Consumption is now probably as great as ever before in the history of the country and there appears no prospect that it will become less in the near future. This is especially true in Chicago, as the building trade is consuming more lumber than at any time since the World's Fair.

Another strong feature of the present situation in Chicago is the high price of pine and cypress lumber. These woods are very high in price and in very scant supply, so that no matter what the price of hardwood lumber, there is no danger of substitution.

The oak market continues very strong and the past three months has seen an advance in all kinds and grades of oak, and all are doing well with the exception of quartered-sawed red oak. There doesn't appear to be much future for the last named wood, as it only brings a slight advance over plain sawed. Quartered white oak in firsts and seconds is selling in Chicago to-day at prices equal to the highest

that have prevailed in years. Common quartered oak is still a trifle slow, but it has made much improvement since the first of the year, and promises in a short time to do much better still.

Plain-sawed oak in both red and white is at top notch figures and while in pretty fair supply seems to be getting stronger right along.

Ash is in a scant supply and those who have used this wood in the past are being forced to substitute something else. There is still some ash offered and those having desirable stock can obtain very good prices.

Chicago is not and never has been a very good poplar market, but poplar is selling here at very strong prices. Cottonwood, while offered in sufficient quantity, is also changing hands at a very good figure. As stated in our last issue basswood is practically out of the market. The new crop of winter cut stock will begin to arrive shortly, but it promises to be a very light one. In Michigan stocks the situation is strong. The amount of stock carried over from last fall was not heavy and is coming into market now very rapidly, but the prospective shortage in this year's crop is so assured that prices remain very strong.

Taken altogether the hardwood situation in Chicago could scarcely be better than it is.

GOTHAM GLEANINGS.

New York, April 29, 1902.

The local hardwood market is just as strong to-day as it was two weeks ago, if not stronger. A talk with wholesalers, large and small, shows that there are no stocks to speak of at the mills, near railroad points, ready for shipment. As for the mills away from shipping points, they may have light stocks, but bad weather and rough roads prevent their being moved.

Manufacturers this past winter were unable to get a large supply of logs, and so stock is apt to be scarce with a big demand.

Prices are firm here and prompt deliveries are out of the question, orders for delivery as far ahead as six or eight months being the order of the day.

Quartered oak is practically out of the market, as far as any big supply of dry stock is concerned. From \$65 to \$68 is obtained for firsts and seconds and cull quartered is selling at \$32 to \$36. Plain oak is in good call, with stocks scarce and prices ruling firm at \$41 to \$43; common, \$30 to \$31.

Poplar is out of sight in more ways than one. Reasonable delivery for the better

grades seems impossible. Wholesalers who have stock for sale are obtaining \$40 to \$43 for firsts and seconds, and \$30 to \$32 for common. Culls are quoted at \$19.50 to \$20.

Ash in good demand, with stocks fair, are bringing \$41 to \$43 for firsts and seconds; chestnut, quite as scarce as poplar, sells for \$39 to \$42, and birch, at from \$42 to \$45, is in good call, but not plentiful. Maple remains unchanged, and basswood is firm, with stocks scarce and good stock for immediate shipment absorbed.

A temporary receiver for the assets of the George Hagemeyer & Sons Lumber Company has been appointed in the person of Alfred E. Ommen. The assets are estimated at \$10,000.

Robert Lloyd, who has been conducting the old established lumber yards of Wm. Gibson, at Fourteenth street and Tenth avenue, has removed to Nos. 628 to 634 West Fiftieth street.

Hamilton H. Salmon, hardwoods, has removed from No. 133 Front street to No. 88 Wall street.

The illness of Mr. Crane at Seattle, Wash., has necessitated the departure thence of E. H. Lewis, who represented Lewis & Crane in this city, at No. 18 Broadway.

On Saturday last, Wm. Righter, of the Wm. Righter's Sons Company of Philadelphia, sailed for England on the Campania, with the bride he had married in Chicago on Thursday.

Among recent visitors were: J. R. Embree, president South Side Lumber Company, Chicago; E. F. Henson, of E. P. Burton & Co., Philadelphia; M. S. Tremaine, of Montgomery Bros., Buffalo; W. B. Millard, of the Millard Lumber Company, Rouse's Point, N. Y.; S. E. Sley-maker, West Virginia; J. B. Blades, of the Blades Lumber Company, Elizabeth City, N. C.; Pendennis White, North Tonawanda, N. Y., and Ralph Gray, of the Columbia Saw Mill & Lumber Company, Cleveland.

Lumber dealers in the metropolis were interested last week in the reported romantic marriage of Miss Mary Elise Ross, daughter of Sylvester Ross, of Ross & Snyder, Brooklyn, to James G. Darden in Chicago.

S. E. Kellar, the well-known maple flooring dealer, has been in the West and up in Canada for about a week. He is due to return some time this week.

Gouverneur E. Smith of No. 18 Broadway is back from his honeymoon and is again active in the hardwood market.

The Haviland Lumber Company, recently incorporated with a capital of \$5,000,

succeeds to the business of the local office of the Southern Pine Company of Georgia. The offices have been located at Nos. 50 and 52 Pine street.

The insurance committee of the National Wholesale Lumber Dealers' Association met last Saturday evening, and transacted considerable important business. It is probable that more insurance companies designed to lessen the price of insurance for lumber dealers may come into existence before long.

N. C. Holland, of Holland, Manbert & George, Buffalo, has been placed in charge of the New York office of the firm, No. 1 Madison avenue.

President Pendennis White has appointed the following committees of the National Wholesale Lumber Dealers' Association for the years 1902-3.

MANAGERS OF BUREAU OF INFORMATION.

T. S. Fassett, Chairman, North Tonawanda, N. Y.

William Schuette, Saginaw, Mich.

Horton Corwin, Jr., Edenton, N. C.

R. H. Jenks, Cleveland, O.

Geo. H. Davenport, Boston, Mass.

Laurens P. Rider, New York City.

COMMITTEE ON FIRE INSURANCE.

E. F. Henson, Chairman, Philadelphia, Pa.

M. S. Tremaine, Buffalo, N. Y.

Geo. H. Holt, Chicago, Ill.

Wm. B. Millard, Rouses Point, N. Y.

INSURANCE BOARD OF INSURANCE DEPARTMENT.

E. F. Henson, Chairman, Philadelphia, Pa.

Curtis N. Douglass, Albany, N. Y.

John J. McKelvey, New York City.

COMMITTEE ON MARINE INSURANCE.

Guy Gray, Chairman, Cleveland, O.

Edward Hines, Chicago, Ill.

Wm. B. Mershon, Saginaw, Mich.

Alfred Haines, Buffalo, N. Y.

S. P. Ryland, Baltimore, Md.

COMMITTEE ON ARBITRATION.

Carlton M. Smith, Chairman, North Tonawanda, N. Y.

Nelson Salisbury, Albany, N. Y.

H. D. Wiggin, Boston, Mass.

Walter T. Hart, New York City.

C. H. Carleton, Cleveland, O.

Geo. H. Boyd, Saginaw, Mich.

W. A. Goodman, Cincinnati, O.

COMMITTEE ON LEGISLATION.

Chas. M. Betts, Chairman, Philadelphia, Pa.

Robert W. Higbie, New York City.

Geo. W. Stone, Boston, Mass.

F. W. Upham, Chicago, Ill.

B. W. Arnold, Albany, N. Y.

COMMITTEES ON RAILROADS AND TRANSPORTATION.

John W. Hussey, Chairman, New York City.

J. W. Himebaugh, Oshkosh, Wis.

H. R. Kelsey, Toledo, O.

Geo. F. Craig, Philadelphia, Pa.

F. R. Babcock, Pittsburg, Pa.

COMMITTEE ON HARDWOOD INSPECTION.

M. M. Wall, Chairman, Buffalo, N. Y.

A. W. Watrous, Charleston, W. Va.

R. W. Price, Baltimore, Md.

M. B. Farrin, Cincinnati, O.

Wm. H. White, Boyne City, Mich.

COMMITTEE ON AUDIT AND FINANCE.

E. M. Wiley, Chairman, New York City.

Henry Cape, New York City.

E. H. Coane, Philadelphia, Pa.

COMMITTEE ON TRADE RELATION.

Guy Gray, Chairman, Cleveland, O.

C. H. Bond, Oswego, N. Y.

R. B. Wheeler, Philadelphia, Pa.

J. M. Hastings, Pittsburg, Pa.

Allan H. Daugharty, Chicago, Ill.

COMMITTEE ON FORESTRY.

Geo. P. Sawyer, Chairman, Buffalo, N. Y.

Robert C. Lippincott, Philadelphia, Pa.

Frank E. Whitman, Boston, Mass.

Edward Hines, Chicago, Ill.

E. C. Fosburgh, Norfolk, Va.

BUFFALO BITS.

Buffalo, N. Y., April 29, 1902.

The lakes are now open, the last of the ice having taken its departure last week, and from now on do not think the vessels and barges will have any trouble on that score. A few steamers have got through loaded with lumber for Buffalo and Tonawanda, but it will be a couple of weeks or so yet before they begin coming in with any regularity. There is considerable kicking on the part of the carriers on account of the new rule adopted by the insurance companies, not allowing boats to pile up cargoes on deck higher than 40 per cent of the length of the beam. The rule will undoubtedly be broken in many instances by those who have been in the habit of carrying big deck loads.

Lumbermen seem to have found a new industry, to which some of them at least are turning their attention. Taylor & Crate and H. S. Janes, of the Janes-Keeny Lumber Company, are both taking up farming on an extensive scale in Mississippi, where their lumbering interests are. When their neighbors see what a success they make of their new ventures they will probably follow suit. There is no question but that they will make their lands valuable, even after all the timber is taken off.

Business keeps good in a general way and prices are good on almost all lines of hardwood. Poplar keeps going up in price, and dry stock is scarce, so the probabilities are that prices will stay about where they are for some time, if they do not go higher.

Factories of all kinds are running full time and are behind on their orders—all

O. D. Bebout, of Co. K, 2d U. S. Infantry, now stationed in the Philippine Islands, sends us this cut of the way they make lumber in that part of the world.

The Record is under obligation to Mr. Bebout for much information regarding the timber resources of the Philippine Islands. He is a practical lumberman and is enthusiastic over the possibilities in the line of lumber manufacture in that region.

There is certainly considerable room for improvement in the method of manufacturing lumber out there. The first requisite is capital, and after that a perusal of the advertising pages of the Record will enable the prospector to equip himself with all the balance of the requirements.



SAW MILLING IN THE PHILIPPINE ISLANDS.

over the country. Notwithstanding the high prices of lumber and other building material, and high wages paid carpenters and builders, building operations are going right along, without any apparent let up, and, stranger still, ready purchasers are found for the houses as soon as finished, if not before.

So long as general business conditions continue in the same healthy way they are now, without strikes or any such disturbing elements to break in, there is no reason why lumber should not sell at a good profit to everyone.

Quartered oak, firsts and seconds, 1-inch, 1¼-inch and 1½-inch sells readily at good prices; thicker than 1½-inch is slow sale. Common is not moving as fast as one would like to see it.

There is a good demand for cherry, basswood and poplar, and stocks are very light on all of these woods.

Messrs. Hugh and Angus McLean, of the firm of Hugh McLean & Co., Buffalo, N. Y., are visiting their mills in Indiana, of which they have three, all running on quartered oak.

The general impression in Buffalo with the dealers seems to be at the present time that the selling end can take care of itself for the time being, and anyone wanting lumber will buy it, without waiting for a salesman to come around and take his order.

NASHVILLE NEWS.

Nashville, Tenn.

An event of much interest in lumber circles and of great moment to the lumber interests of Nashville is the permanent organization of the Nashville Lumbermen's Association, which was effected on Tuesday night, April 22. The purposes of the organization are both social and business, and is expected to draw the members more closely together in fraternal bonds, as well as to afford an opportunity for the interchange of business ideas and to provide for concerted action on all matters which the general interests require to be so dealt with. The association will hold regular meetings on the third Friday night in each month. Mr. John B. Ransom was chosen president, and Mr. J. H. Baird, of the Southern Lumberman, secretary and treasurer; the other officers are two vice-presidents and an executive board, all of which were filled by prominent members of the trade. The membership includes practically all the lumbermen of the city.

There was also a preliminary organization of the Mutual Protective Association, which was proposed by a number of leading lumbermen some weeks ago. The plan is to begin by giving insurance only to a limited amount and not to undertake to at once carry the whole insurance of the lumber interests. Mr. S. Lieberman, of Lieberman, Liveman & O'Brien, was elected president and a committee was appointed to solicit members for the association who will become holders of policies.

With regard to business conditions, it was generally given out that trade is very good indeed. The brisk demand has very materially reduced the amount of stock in the yards, a conservative estimate placing the dry stock at about half the amount on hand at this time last year. There is a tendency to advance the prices in every line and the prices on poplar established by the association at Lexington are being maintained by all the lumbermen. Poplar and chestnut are the most noticeably scarce woods on the Nashville market.

The Benedict Company have sold the lumber in their yards to Love, Boyd & Co., and their premises to Mr. A. L. Hayes, formerly of Erin, Tenn., who will erect a large stove factory at their old stand. Messrs. A. B., G. C. and C. T. Benedict have gone to Calhoun, S. C., where they will erect a large band mill and begin operations for the Benedict-Love Company. They expect to have things in running order by July 1.

Mr. McConnell, of the Prewett-Spurr Manufacturing Company, left Monday night for Columbus, O., where he will represent the Nashville lumbermen at the meeting of the Yellow Poplar Manufacturers' Association.

Mr. J. M. Card, of The J. M. Card Lumber Company, Chattanooga, Tenn., was in Nashville last week.

Mr. W. S. Taylor, of C. C. Mengel, Jr., & Bro. Company, Louisville, Ky., was with the lumbermen of Nashville several days.

E. E. Dennis, of Dennis Bros., Grand Rapids, Mich., stopped over en route to Hot Springs.

A. L. Van Nuys, of The Ferd. Brenner Lumber Company, Chattanooga, Tenn., has been among the lumbermen of the Capital City.

Mr. J. R. Kidman, representative of Churchill & Sims, London, Eng., is in Nashville.

MEMPHIS MATTER.

Memphis, Tenn., May 1, 1902.

Business in the Memphis market in the hardwood lumber line is very good. In fact, business in all lines in Memphis is good. The fact of it is that Memphis is booming. It is going ahead at a rate which exceeds anything in its past history.

The Memphis saw mills have received a lot of logs during the past week and are running full blast, turning out the kind of lumber which has made Memphis famous.

The demand for all kinds of hardwood is most excellent, at the highest prices that have been obtained in a good many years. The demand extends to all kinds and grades of lumber, oak, ash and even gum being eagerly picked up by the buyers at about any price the seller chooses to make. Cottonwood is very firm, but the movement is quiet.

J. P. Keiser, of Keiser & Lecke, Osceola, Ark., was a visitor in Memphis during the present week.

T. M. Cathey, of the Hale-Crenshaw

Lumber Company, is in Louisiana looking to the consummation of the purchase of a large timber tract.

A. C. McRobin of Nicola Bros. Company, Cincinnati, is a visitor here.

E. T. Borem, of the Farrin-Korn Lumber Company of Cincinnati, is in Memphis.

Fred Schaefer, of Watts & Schaefer, has returned from a two weeks' stay in this city. He was shut off down there by a heavy flood and reports that the saw mills in that section suffered considerably.

John Penrod of Kansas City was in greater Memphis for some days this week.

Harold Petri, of Petri & Co., Antwerp, Belgium, is here on a trip through the hardwood district.

J. H. Keaton of Atwood, Tenn., lost both his stove and lumber mill by fire last week, the loss being about \$5,000.

CINCINNATI CONDITIONS.

Cincinnati, O., April 30, 1902.

Trade conditions in Cincinnati are about the same as when last reported, with the exception of a slight slump, which has been noticed in the last few days. This slight depression has not been taken seriously, however, as it is likely to happen right in the midst of the most prosperous times. Diligent inquiry among the retailers in the city and neighboring towns reveals the fact that trade is rather quiet in their line, and, in fact, in almost every line. This will no doubt to some extent affect the present high prices on yellow pine, and it would not be very surprising if a reduction from the lists was offered by some of the largest mills.

Without a doubt, the main item of interest under discussion locally is the enormous advance in the price of poplar in all grades; the result of the recent meeting of poplar manufacturers held in Lexington, Ky. As a result the demand for poplar lumber has fallen flat and it is widely predicted that the last sales have been made until a general reduction is made. Large consumers are already experimenting with other woods, with a view of substituting in place of poplar.

Cottonwood is also steadily increasing in price, and this is not at all surprising, as cottonwood is now being used where poplar is barred because of advanced prices.

Scarcity of dry stocks is still the greatest cause of complaint, as sales are generally limited to the amount of dry stock.

Gum lumber has shown the greatest improvement in the past two weeks. Good prices are prevailing and dry stocks are greatly sought after. Quite a number of cars have been booked lately by exporters for immediate shipment. Just at present the foreign market is after red gum in all thicknesses. Sap common gum is just a little quiet, while the demand for common red gum is steadily increasing. First and seconds red gum is easy sale. Mill cull gum is meeting with great favor among the retail yards throughout the neighborhood. It is being used chiefly for sheathing.

No special improvement in ash lumber has been noticed during the past two weeks, and although selling well, there is still room for improvement.

The demand for oak lumber is still exceedingly active and is now in a steady and satisfactory state. Prices are firm and bid fair to remain at the present notch for some time. Common plain white and red oak are in constant demand and dry stocks are sought after. First and second oak, both white and red, are getting to be very scarce and command good prices. Quartered white oak is also having a good call. About the only inquiry for quartered red oak is for inch stock. Cull oak is doing only fair.

W. R. Bee, formerly with Nicola Bros. Company, died last week and was buried Sunday, April 27.

W. Barrett of Grand Rapids, Mich., spent a few days with local lumbermen and reports trade in good condition up in his section of the country.

J. N. Penrod of Kansas City was also a welcome visitor to the local market.

L. Bell, formerly with Murphy & Diebold Lumber Company, of Memphis, Tenn., spent a few days in Cincinnati recently.

D. R. Speer, of the Speer Box & Lumber Company of Pittsburg, Pa., was also in the city lately. He was looking for box common cottonwood.

EVANSVILLE LUMBERMEN ORGANIZE.

It is conceded that Evansville, Ind., is a hard market to organize in the lumber line, but an auspicious start has been made.

Evansville as a hardwood lumber market is a very old market. The business of making and selling hardwood lumber has been carried on there for fifty years or more, and there is still probably produced there more hardwood lumber than at any other point in the United States. Most of the firms there are very old, very rich and very conservative. They made fortunes before lumber associations were thought of; and having their business thoroughly established and being very independent, see but little need of wasting time over organization.

There has been younger and newer blood coming into the market of late years, however, and after much effort the younger element has succeeded in laying the foundation of a good organization.

At a called meeting, held April 21, for the purpose of starting the work, the following gentlemen were present:

J. C. Ballew, Evansville Hardwood Manufacturing Company; Chas. Wolfen, Frank May, May, Thompson & Thayer; John A. Thompson, May, Thompson & Thayer; Frank Haney and D. B. McLaren, John A. Reitz & Sons; J. C. Ballew, Jr., Evansville Hardwood Manufacturing Company; A. J. Perry; Daniel Wertz, Maley & Wertz; Wm. Threlkeld, H. Maley Lumber Company; C. L. Storrs, Moeller & Storrs; Alex. Hamilton, Holliday-Closs Land & Lumber Company; Q. Y. Hamilton, Evans-

ville Lumber Company; C. E. Davis, Fullerton-Powell Lumber Company; Frank Cass; Jas. W. Hale, National Inspector; Frank Ackley, Hardwood Record.

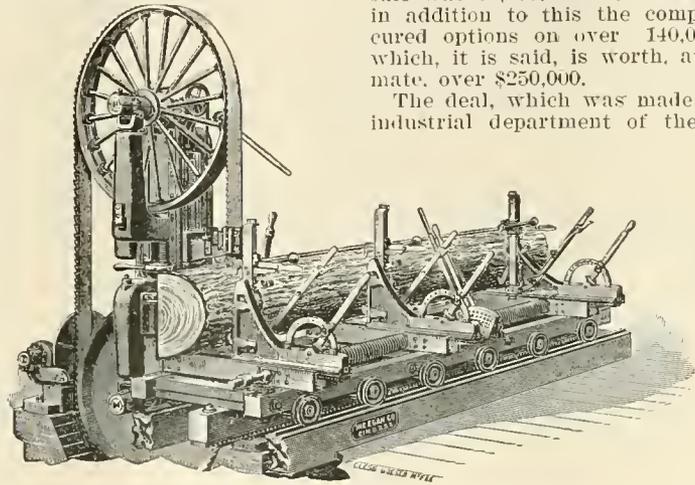
Upon motion, Mr. Wm. Threlkeld was elected chairman of the meeting and it was moved and carried that the necessary steps be taken to organize an association, to be known as the Evansville Lumbermen's Association.

A committee, consisting of Messrs. Q. Y. Hamilton, D. B. McLaren and Chas. Wolfen, was appointed to draft a constitution and by-laws, to be submitted to the next meeting.

After considerable discussion and the transaction of some business of minor importance, the meeting adjourned, to meet again at the Acme Hotel, Saturday, May 3, at 7:30 p. m., for the purpose of completing the organization.

NEW BAND SAW MILLS.

The supremacy of the band over the circular saw mills is in every way recognized by all sawyers and lumbermen. It has come to replace the old by doing the work better and in a more economical way. The band mill here represented has the benefit



NO. 9 BAND SAW MILL.

of years of experimenting and improving, and, together with new devices patented September 18 and October 30, 1900, has the qualities to meet the most particular requirements of saw and planing mills.

Cuts fully describing the machine should be sent for in order to gain an idea of its many advantages. Attention is invited to some of the most important features.

The amount of kerf removed is about 1-16 of an inch, a saving that would before long pay for the machine itself. It will take logs to 32 inches high and 17 inches wide on one side, or, with suitable head blocks, will cut through logs 40 inches in diameter. Short logs can be cut quickly and accurately and with no danger to operator.

The straining device for maintaining a uniform tension on the saw blade is one of the most improved devices yet invented. The patent feed is simple in construction and powerful and steady in operation, and, straight-faced frictions being used, it is

variable and always effective. The wheels are 50 inches in diameter, accommodating blades to 6 inches thick; the lower one being solid, increases momentum, lessens the circulation of dust and prevents the upper wheel from overrunning it. The upper wheel has independent vertical and horizontal adjustments to track the saw on its proper path along the wheels.

Among other advantages are double-acting set works, automatic receding device to head blocks, Knight's patent dogs, automatic offset to carriage and rapid return feed. Two sizes are made larger than this one.

The makers, J. A. Fay & Egan Company, of No. 414 to No. 434 West Front street, Cincinnati, O., will willingly send further details, prices and cuts on application, and also their 450-page catalogue to those interested.

LUMBER MILLS SOLD.

The lumber, lath and shingle mills of the Hiedreck-Taylor Lumber Company, at Westboro, Taylor County Wisconsin, have been sold to a syndicate of Pennsylvania capitalists, headed by J. H. Howard of Emporium, Pa., for \$250,000. Included in the sale was 60,000,000 feet of stumpage, but in addition to this the company has secured options on over 140,000,000 feet, which, it is said, is worth, at a low estimate, over \$250,000.

The deal, which was made through the industrial department of the Wisconsin

Central Railroad, is one of the largest as well as one of the most important made in several years. The mills were constructed by the Hiedreck-Taylor Company in the fall of 1900 and were equipped with machinery costing the company over \$150,000. The owners of the property came to Wisconsin from Western Pennsylvania, and when they erected the mill also purchased several thousand acres of standing timber which encompassed it. Four months ago Mr. Hiedreck, president of the company, died suddenly; his partners, in order to straighten the affairs of the company, offered the property for sale. The new owners are all residents of Pennsylvania and the majority of them are wholesale lumbermen. As yet no name has been given to the new company, and it is expected that no change will be made in the name until some time this summer. The timber on the land owned by the new company and on that on which it has secured options is mostly hemlock and birch, although there is also a great amount of basswood and elm. The Wisconsin Central road will shortly construct several spurs running out from Westboro and tapping the timberlands in several places.

If you want to buy or sell anything in hardwoods write AMERICAN LUMBER & MFG. CO., Pittsburg, Pa.

A CHANGE TO MAKE YOUR MONEY WORK FOR YOU.

Would any reader of the HARDWOOD RECORD want to back an incorporated company for \$7,000? First mortgage security given on 1,500 acres of land, lying for four miles on both sides of Southern Railroad at Saxe, Va., a 35-barrel flour and 250-bushel corn mill, both water and steam power, a 25 horse-power steam saw mill, a 10,000 a day brick and tile mill, a new \$3,000 dwelling, four other dwellings and a store room; title perfect. A 500-acre tract just sold state for experiment farm. New depot being erected, 1,600 feet siding. Parties want \$5,000 advanced now, balance as spent in improving. Will pay 6 per cent interest, semi-annual payments. For further particulars address

J. V. S., care HARDWOOD RECORD.

VOLLMAR & BELOW,

MARSHFIELD, WIS.

WISCONSIN HARDWOOD AND HEMLOCK LUMBER.

We have the following bone dry stock for immediate shipment:

- 50,000 ft. each 1 inch Shipping Cull and Common Birch.
- 20,000 ft. 1 1/4 inch Shipping Cull and Common Birch.
- 12,000 ft. 1 1/2 inch Shipping Cull and Common Birch.
- 25,000 ft. 2 inch Shipping Cull and Common Birch.
- 1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch Log Run Soft Elm.
- 1 inch, 1 1/4 inch and 2 inch Log Run Rock Elm.
- 1 inch Log Run Black Ash.
- 1 inch Shipping Cull and Common Basswood.
- 1 inch and 2 inch White Oak.
- 1 inch, 1 1/2 inch and 2 inch Red Oak.

WRITE FOR PRICES.

W. A. RUST, Prest. F. R. GILCHRIST, V.-Prest. W. E. SMITH, Sec'y-Treas.

W. E. SMITH LUMBER CO.

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HARDWOOD LUMBER

CAIRO, ILLINOIS.

333

Oak, Ash, Poplar, Cottonwood.

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FOR HARDWOOD LUMBERMEN

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\$1.25, Carriage Prepaid.

Send your orders to the
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134 Monroe Street.

**Askins & Dircks
Lumber Co.**

Established 1881.
O. DIRCKS,
Proprietor.

WANT TO DISPOSE OF
25,000 FEET 1st and 2nd 1-
inch RED GUM.
50,000 FEET Shipping Cull Plain Red
and White Oak, bone dry.
UNION CITY, TENNESSEE.

**Fullerton-Powell Hardwood
Lumber Co., South Bend, Indiana.**

We are always in the market for blocks of Poplar, Oak, Chestnut and White Ash. We pay cash and receive at the shipping point with our own inspectors. Write us before selling.

Watch this Space for Our
Special Wants Every Issue

We Now Want to Buy

For Immediate Delivery:

- Two cars 1-in. 1st and 2nd Qtd. White Oak.
- Two cars 1-in. 1st and 2nd Qtd. Red Oak.
- Three cars 1-in. Common Qtd. White Oak, good widths.
- Two cars 1-in. Common Qtd. Red Oak, good width and figure.

For Future Delivery:

800 M. feet 5/8-inch Common and better Cottonwood, delivery within six months.

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A. J. McCAUSLAND LUMBER CO.

1109 Fort Dearborn Building, Chicago.

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WHITE OAK A SPECIALTY.

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OR NONE.

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Branch Yard: CAIRO ILL. CINCINNATI, OHIO.

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HARDWOODS

Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

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Bowling Green, Ky.
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Good live man acquainted with both Northern and Southern hardwoods.

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An experienced head sawyer desires a position on some good mill. Good references. Tennessee or Arkansas preferred. Address

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4-19-2

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3-8-tf.

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With \$250 capital to sell our specialties.

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FOR SALE—HICKORY.

We have large quantity of hickory which we want to contract to saw to order.

CONANT & CO.,

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WANTED—TO CONTRACT.

500M ft. 1½-inch box common cottonwood.
500M ft. 2½-inch box common cottonwood.
Will take this stock green or dry.

Also two cars 1½-inch and 2-inch dry common poplar. Address

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WANTED—FOR CASH.

Several cars 2½-inch good log run soft elm, green or dry.

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Cincinnati, O.

5-3-4

FOR SALE.

50,000 feet 2-inch Hard Maple.
50,000 feet 1½-inch Hard Maple.
100,000 feet 1-inch Black Ash.
25,000 feet 1-inch Birch Strips.
10,000 feet Curly Birch.

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317-318 Lumber Exchange, Minneapolis, Minn.

WANTED.

Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

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Southern Office, Tifton, Ga.

WANTED.

100 M feet 3-inch Log Run Soft Elm.

PAUL SCHMECHEL,

4-19-1 1201 Monadnock Bldg., Chicago.

WANTED.

For export, for cash, prime poplar logs, 28 inches and up. Prompt shipments. Address, P. N.,

4-5-6 care Hardwood Record.

WANTED—HICKORY, OAK AND ASH.

Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

EXPORTER,

3-8-tf. Room 606, 44 Broadway, New York, N. Y.

FOR SALE.

50,000 ft. 1-in. 1st and 2d Dry Plain Red Oak at \$30.00
20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at 52.00
20,000 ft. 2-in. Common Dry Qtd. White Oak at 30.00
30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00

The above prices are F. O. B. cars, Louisville, Ky.

THE NORMAN LUMBER CO.,

Louisville, Ky.

WANTED.

Dry 4-inch Soft Elm.

THEO. FATHAUER CO.,

1111 Ft. Dearborn Bldg., Chicago.

FOR SALE OR EXCHANGE.

For hardwood or yellow pine lumber—modern steam heated new apartment building, containing 18 flats. Located in best part of Chicago. Address

W. C., care Hardwood Record.

WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

STILLWELL & CO.,

Detroit, Mich

4-6-tf.

WANTED.

To buy a tract of good timber that can be rafted to Memphis. Address

THE J. W. DICKSON LUMBER CO.,

Memphis, Tenn.

2-22-tf.

WANTED.

5 cars 2-inch sap poplar; 5 cars 2-inch common poplar.

THE CROSBY & BECKLEY CO.,

New Haven, Conn.

3-22-tf.

WANTED.

Market for 1,000 cords of 24-inch cordwood, future delivery.

T. W. WILLIAMS,

Upland, Ind.

3-22-4.

WANTED—FOR EXPORT.

All kinds of logs and lumber. Payment by New York bankers.

DENNY, MOTT & DICKSON,

London, Eng.

WANTED.

Two cars 2-inch cull walnut; mixed car thick first and seconds walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

W.M. E. LITCHFIELD,

70 Kilby Street, Boston, Mass.

WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.

200 M feet 12-inch and up Walnut logs.

50 M feet 12-inch and up Cherry logs.

C. L. WILLEY,

9-21-tf 35th and Iron Streets, Chicago.

WANTED—FOR CASH.

Second growth white ash squares, 55 inches long, 1 9-16 x 1 9-16, green stock. Address

CAL BALMER,

Bluffton, Ohio.

3-8-7.

FOR SALE.

300,000 feet 1-inch dry reject Michigan brown ash.

THE CROSBY & BECKLEY CO.,

New Haven, Conn.

3-22-tf.

WANTED—FOR SPOT CASH.

Quartered and plain White and Red Oak, Ash, Hickory and Walnut.

J. P. WALTER LUMBER CO.,

Crawfordsville, Ind.

FOR SALE.

WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

H. A. LANGTON & CO.,

TERRE HAUTE, IND.

FOR SALE.

One Champion 24-inch Stave Saw, Peter Garloeb's make; also one Bolt Equalizer, same make. Both in good shape. Will sell cheap.

A. R. VANSICKLE, Tamms, Ill.

4-5-4

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak.

WRITE US.

CONTINENTAL LUMBER CO.,

Monadnock Building CHICAGO.

BUSINESS OPPORTUNITIES.

WANTED—SAWING CONTRACT.

We will contract to saw by the 1,000 feet, or sell or exchange mill at a bargain and saw or file for purchaser on salary. Have good 30 h. p. mill. References.

M. BROWN LUMBER CO.,

Freestone, Ky.

5-3-3

VALUABLE SOUTHERN TIMBER LANDS FOR SALE.

Choice hardwoods, finest in the market. Well located tracts ranging from 3,000 to 50,000 acres. Accessible by rail or water. Descriptions furnished.

E. S. BLACKWOOD,

Park Row Building, New York City.

5-3-2

FOR SALE.

Very desirable large and small pine and hardwood timber tracts in Missouri, Arkansas, Florida, Georgia, etc. Send for lists.

ROBERT MATHER,

Cedar Rapids, Iowa.

4-19-1

WOODWORKERS AND MANUFACTURERS, ATTENTION.

Superior, Wis., wants you to locate. Plenty of hardwood and pine for years; railroad and water transportation unsurpassed; good locations. Sites free. Address

P. G. STRATTON,

West Superior, Wis.

CUT OF BAND MILL FOR SALE.

Parties running a band saw mill in the South, cutting about 30,000 feet of hardwood lumber per day, consisting principally of quartered white oak, plain oak and poplar, want to sell the whole product to one reliable concern, who will take it either green or dry.

Have on hand about a million and a half feet in shipping condition. All the lumber is well manufactured and put up each grade separate, also located on a railroad, where cars can always be secured in a few hours, so that shipment can be made same day, or day after receipt of order.

Communication only requested from responsible parties, to whom all information will be given. Address

A. Y., Box 420, General Post Office,

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New York, N. Y.

FOR SALE.

One 7 ft. Boston Blower Kiln, with heaters, headers, valves and connections complete and engine, 6x10, all in good condition. Will sell for one-third original cost and make suitable terms to right party. Just the outfit for a hardwood mill. Address

W. E. FALL,

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FOR SALE—CIRCULAR SAWS.

Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 8x10; one 54-inch, 9x10; two 56-inch, 8x10; one 60-inch, 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

THE MILLER OIL & SUPPLY CO.,

11-30-tf. Indianapolis, Ind.

THICK WHITE OAK WANTED.

5 cars 1 inch.	} 1st and 2nds. and Common.
10 " 1½ "	
10 " 1¾ "	
5 " 2¼ "	
5 " 2½ "	
3 " 3 "	
3 " 4 "	

If you have not all, quote on part of the above stock. Your lowest cash prices and freight rates to nearest seaports.

Will send inspector if quantity you have warrants it.

JOHN CATHCART,

115 Franklin Street, - NEW YORK.

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 WHOLESALE DEALERS
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Hardwood Lumber
 EVANSVILLE, IND.
 Specialty of Quartered Oak Flitches.
 Office and Mill, Belt Railway and Columbia Street.

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Hardwood Lumber
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 OUR SPECIALTIES.
 OFFICE, 2100 EAST FRANKLIN STREET.

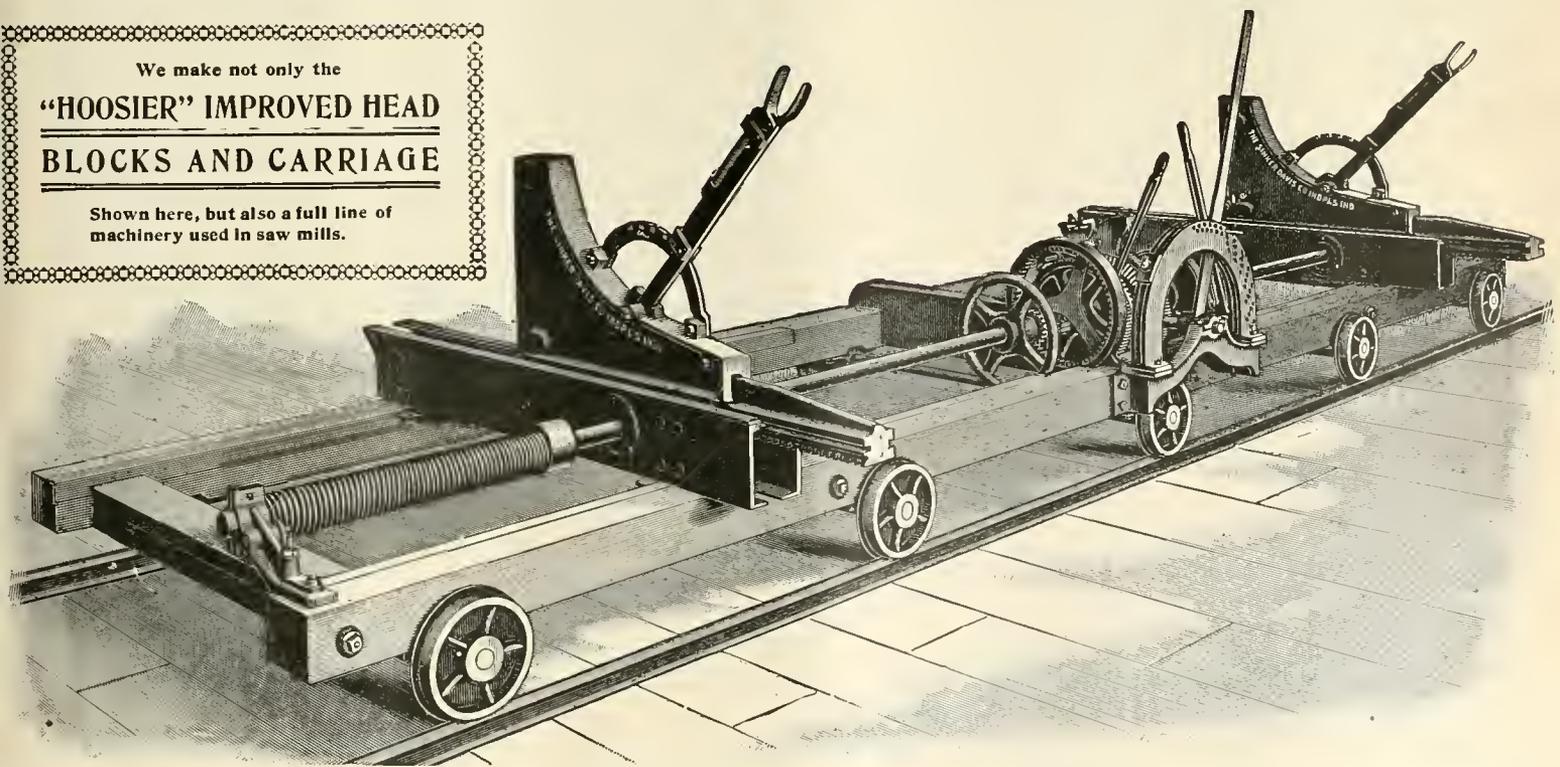
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TAYLOR & CRATE
HARDWOOD LUMBER.
 ANYTHING YOU WANT.
 Send Inquiries to our Head Office, BUFFALO, N. Y.,
 Or to us at ROCKFORD, ILL.

WANTED WHITE ASH and
QUARTERED OAK.
 We will pay highest market price for above
 stock, 1 to 4 Inch thick.
LAWRENCE & WIGGIN,
 55 KILBY STREET, BOSTON, MASS.

JOHN T. BURFORD, Cable Address TOMM C. BURFORD,
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BURFORD LUMBER COMPANY,
 Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
 Our Specialties: A High Grade
 of Plain and Quartered Oak,
 Poplar, Ash, Yellow Pine. **CHATTANOOGA, TENN.**

THE SINKER-DAVIS COMPANY,

We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE
 Shown here, but also a full line of
 machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

INDIANAPOLIS, IND.

FOR SALE—Dry Indiana Hardwoods.

**CAN YOU USE ANY OF THE FOLLOWING ITEMS?
ALL ON STICKS, WELL MANUFACTURED AND DRY.**

Quartered White Oak.

10,000 feet 1-inch firsts and seconds.
10,000 " 1 $\frac{1}{4}$ " firsts and seconds.
10,000 " 2 " firsts and seconds.
20,000 " 1 " common.
30,000 " 1 " firsts and seconds strips.
15,000 " 1 " cull strips.
10,000 " 1 " cull strips.

Plain White Oak.

20,000 feet 1-inch firsts and seconds.
20,000 " 1 $\frac{1}{2}$ " firsts and seconds.
5,000 " 2 " firsts and seconds.
10,000 " 3 " firsts and seconds.
40,000 " 1 " common.
5,000 " 1 $\frac{1}{4}$ " common.
25,000 " 1 " cull.

Elm.

5,000 " 1 $\frac{1}{2}$ " firsts and seconds.
25,000 " 1 $\frac{1}{2}$ " firsts and seconds and common.
10,000 " 2 " firsts and seconds and common.

Quartered Red Oak.

30,000 feet 1-inch firsts and seconds.
12,000 " 1 " common.
5,000 " 1 " strips.

Plain Red Oak.

300,000 feet 1-inch firsts and seconds.
65,000 " 1 $\frac{1}{4}$ " firsts and seconds.
50,000 " 1 $\frac{1}{2}$ " firsts and seconds.
10,000 " 2 " firsts and seconds.
350,000 " 1 " common.
50,000 " 1 $\frac{1}{4}$ " common.
8,000 " 1 $\frac{1}{2}$ " common.
12,000 " 2 " common.

Walnut.

3,000 feet 1-inch firsts and seconds.
6,000 " 1 " common.
5,000 " 1 $\frac{1}{4}$ " common.
15,000 " 1 $\frac{1}{2}$ " common.
5,000 " 1 $\frac{1}{4}$ " cull.
5,000 " 1 $\frac{1}{2}$ " cull.

Ash.

25,000 feet 1-inch common.
10,000 " 1 $\frac{1}{4}$ " common.
5,000 " 2 " common.
5,000 " 3 " common.
3,000 " 2 $\frac{1}{4}$ " firsts and seconds.
3,000 " 3 " firsts and seconds.
4,000 " 4 " firsts and seconds.

Sugar.

8,000 feet 1-inch common and cull.
10,000 " 1 $\frac{1}{4}$ " log run.
10,000 " 2 " log run.

Cherry.

2,000 feet 1-inch cull.
3,000 " 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2-inch cull.
15,000 " 1 and 1 $\frac{1}{4}$ -inch common.

Hackberry.

5,000 feet 1-inch firsts and seconds.

Plain Sycamore.

3,000 feet 1-inch firsts and seconds.

We have our own band mills at Richmond, Indiana, and our specialty is making quartered oak of the finest figure.

We also carry a complete assortment at our branch yard at Evansville, Ind.

C. & W. Kramer, Richmond, Ind.

KELLEY SHINGLE CO.

TRAVERSE CITY, MICH.

MICHIGAN LUMBER AND SHINGLES

COMPLETE STOCKS OF ALL GRADES OF

MAPLE, ASH, ELM,
WHITE PINE, BASSWOOD,
CHERRY, BIRCH, OAK,
BEECH, HEMLOCK,

CEDAR SHINGLES, CEDAR POSTS,
WHITE PINE LATH, HEMLOCK LATH.

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MANUFACTURERS AND EXPORTERS

Hardwood Lumber

PLAIN RED
AND WHITE OAK.

QUARTERED RED
AND WHITE OAK.

POPLAR.

Always in Stock.

Our Specialty.

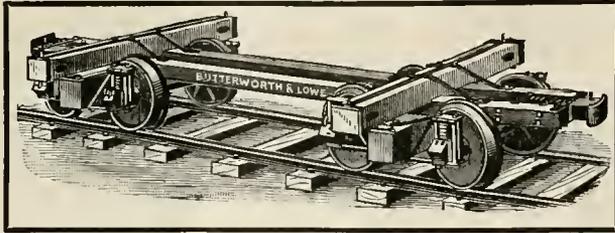
OAK TIMBER
AND
FLITCHES

up to 60 feet long.

CUT TO ORDER.

BUTTERWORTH & LOWE,

7 Huron Street, Grand Rapids, Mich.



Send for Logging Car Catalogue.

Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

Log Cars of
All Kinds
for
Steam
or
Tram
Roads.

WANTED—SECOND GROWTH WHITE ASH.

SHOVEL HANDLE LUMBER.

500,000 feet green or dry, 1 3/4 inches by 5 inches or multiples in width, 3 feet 8 inches or multiples in length. Also 1 3/4 inches by 5 inches and wider, 8 feet and longer, run of log.

WOULD LIFT THE STOCK IF QUANTITY IS SUFFICIENT.

Owen M. Bruner & Co.,

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BOYNE CITY, MICH.
MANUFACTURERS
**HARDWOODS
AND HEMLOCK.**
ANNUAL CAPACITY 30,000,000 FEET LUMBER
10,000,000 CEDAR SHINGLES.
CARGO SHIPMENTS A SPECIALTY.

Maple, Soft and Rock Elm,
Basswood, Birch, Beech,
Cedar Posts and Ties,
Hemlock Tan Bark.
RAIL OR WATER SHIPMENTS.

SPOT CASH I want a large quantity of 1st and 2nds and common plain and quartered oak.

H. E. CHRISTIAN,
INDIANAPOLIS, IIND.

I WANT

Pine, hardwood and hemlock lumber, especially Southern pine and poplar, to handle on commission. Have a good established trade. Write me about anything you have to sell. I can place it for you.

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IF you want cash for your lumber, write
M. ROEDER,
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R. G. Peters Salt and Lumber Company

MANUFACTURERS LUMBER, SHINGLES AND SALT
DEALERS IN GENERAL MERCHANDISE
Castlake, Mich.

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STOCK ON HAND FOR CARGO SHIPMENT.

Bird's-Eye Maple, 35 M feet.	Beech, 1,000 M feet.
Soft Elm, 500 M feet.	Birch, 600 M feet.
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Reaches the hardwood trade. It reaches the producers and dealers in the United States. It is a national and not a local paper. If you want to reach the hardwood trade, If you want to reach it cheaply, If you want to reach it in its own paper, In which it has confidence, Advertise in the Hardwood Record, The only hardwood lumber paper published. Sample copy and rates on application.

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Rails—New and Relay.

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MANUFACTURER RAILWAY MILL AND FACTORY SUPPLIES

If you

have been trying to make money sawing lumber and have just made expenses, put in a

Soule Steam Feed

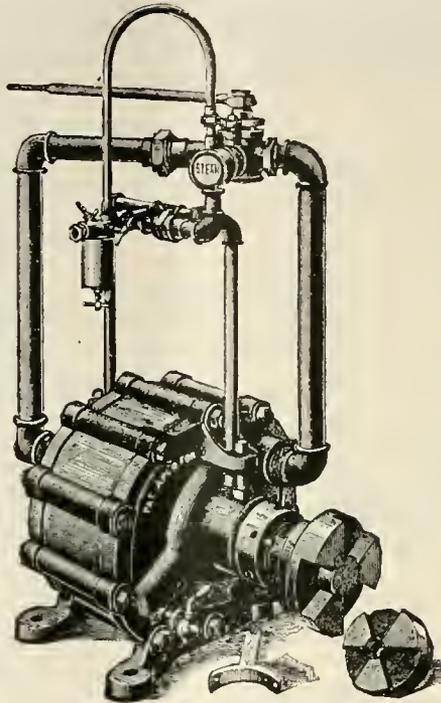
and you will soon get rich.

ADDRESS,

SOULE STEAM FEED WORKS,

MERIDIAN, MISS.

C. A. WARREN, General Agent for Michigan,
LEROY, MICH.



SEND FOR CATALOGUE "B."

Hardwood Timber

OF A BETTER QUALITY
AND IN GREATER
QUANTITY IS FOUND
ALONG THE LINE OF THE

SOUTHERN RAILWAY

AND

MOBILE & OHIO RAILROAD

than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

Have you seen "The Southern Field," a journal containing much information regarding business openings and opportunities along our line? Write for a copy. Address

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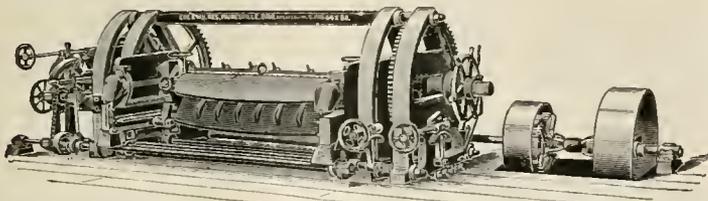
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Hotel open all the year round. Through sleeper every night.

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IF YOU WANT THE BEST

Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.

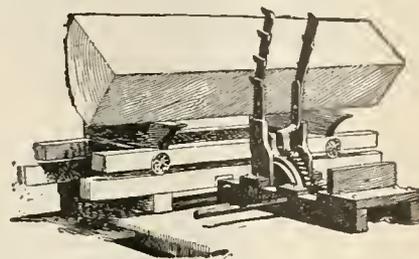


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THE COE MFG. CO., - Painesville, O., U. S. A.

THE DUPLEX LOG TURNER

WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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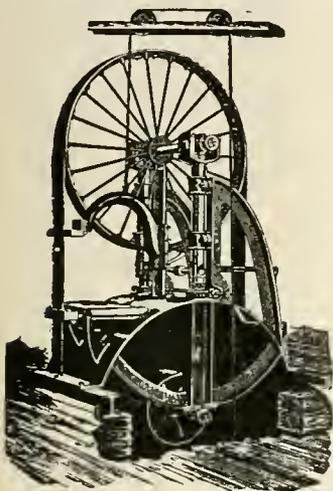
Portable Band Sawmill.

This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

We are also prepared to furnish saw carriages and feed works suitable to go with the mill. Address

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25%

**MORE WORK
MORE SPEED
LESS LABOR
LESS FATIGUE**

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The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

Saw Mill, Stave Mill, Box, Wagon, Basket and Berry Box, Hub and Spoke, Furniture or Heading Factory,

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The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

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The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

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It will also pay you to **Get Our Prices Before Buying, RUBBER, CANVAS AND RED STITCHED BELTING**



Rawhide, Paulins, Tank Pumps, Hose, Injectors, Steam Gages, Brass Fittings, Hard Oil, Cylinder Oil, Machine Oil, Emery Wheels, Files, Iron and Wood Split Pulleys, Mill Dogs, Weiler Jacks, Circular Saws, Wood Sawing Machines One Man Log Saws, Asphalt, Felt Roofing, Endless Thresher Belts a specialty.

Warerooms opposite (south) Union Railway Passenger Station, in sight of all express offices and close to all freight depots. Quick shipments. **ONE TRIAL** will make you a regular customer.

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The Hardwood Record?

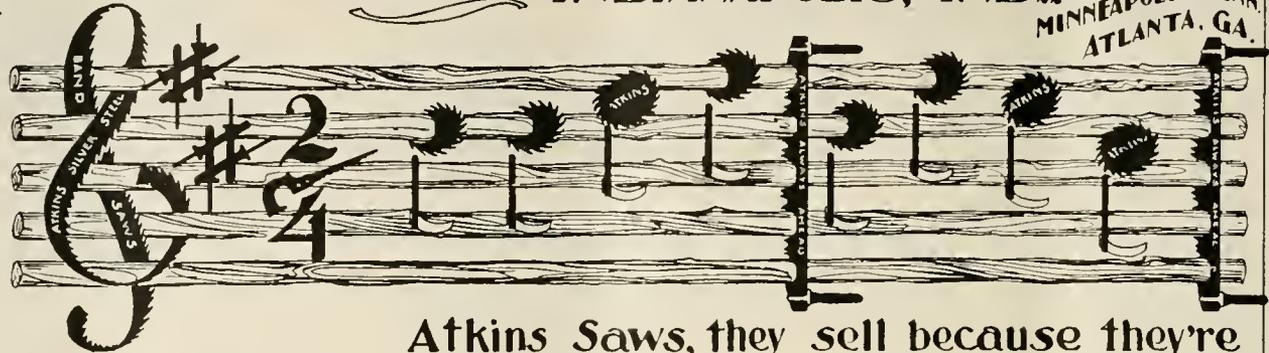
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INSCRIBED TO YANKEE DOODLE'S GREATEST SAW CONCERN

BRANCHES
MEMPHIS, TENN.
NEW YORK CITY..

E. C. ATKINS & CO.
FACTORIES INDIANAPOLIS, IND..

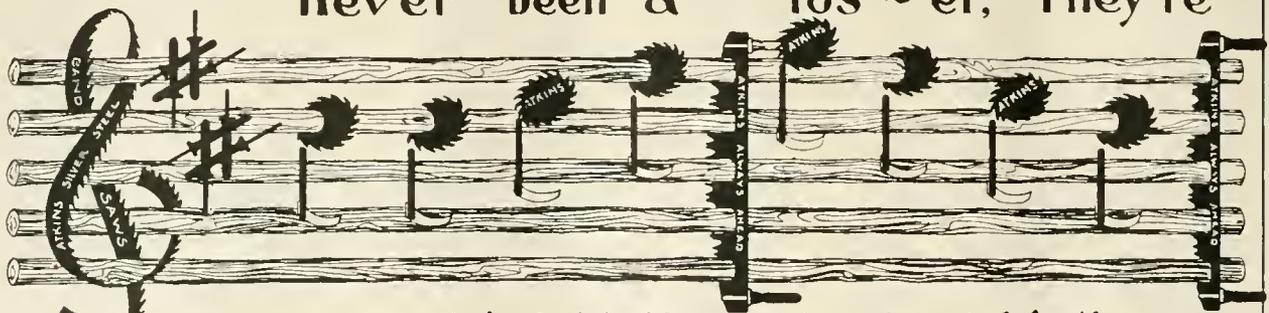
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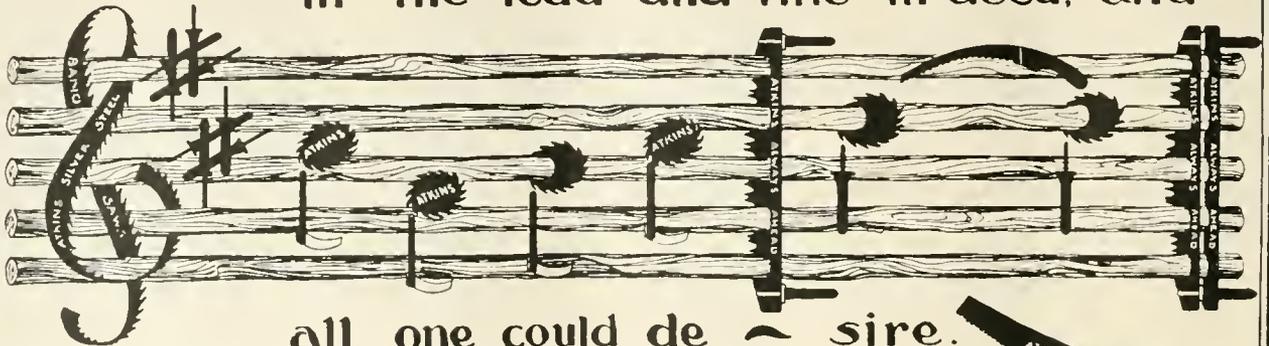
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Atkins. Best in ev'ry test, have



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never been a los - er, They're



polished bright, the price is right, they're
in the lead and fine in-deed, and



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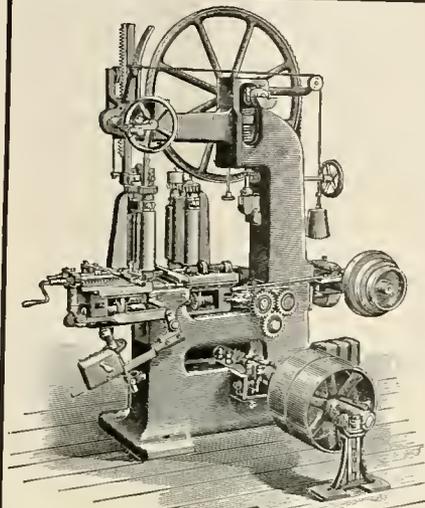
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A Band Re-Saw is a good acquisition to the wood working factory and where one has the advantages to insure good work, its worth will be readily appreciated.

New and complete Catalogue free to those interested.

Prices, Cuts, fully describing machines, and full particulars on demand.

Illustrated Pamphlet on care of Band Saws free.



No. 11. NEW BAND RE-SAW.
(Patented February 27, 1900.)

This Re-Saw is of medium capacity, and one of the best of this character we make.

There is very little kerf, and fine even work. The patent sensitive straining device, used in connection with the upper wheel hanging on a knife edge balance, maintains on all ordinary conditions a perfect tension on the saw blade.

The lower wheel being solid increases momentum, lessens circulation of dust, and prevents the upper one from overrunning it.

J. A. FAY & EGAN CO., 414-434 **W. FRONT STREET,** CINCINNATI, O.

“SAW AND KNIFE FITTING”

MAILED ON REQUEST.

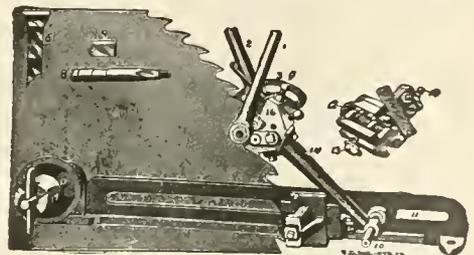
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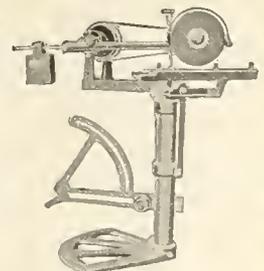
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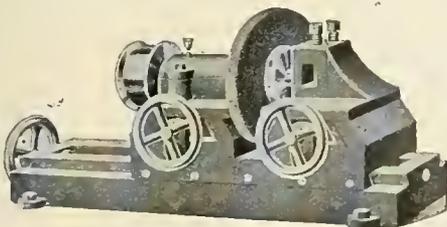


Hanchett Circular Swages.

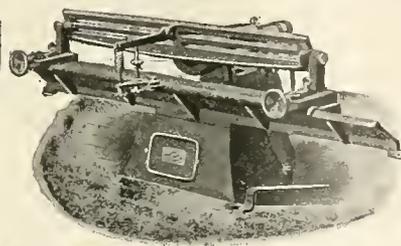
No. 65. Swage without Attachments for Saws 5 to 11 gauge.
No. 65A. Swage with Bench Castings for Saws 5 to 11 gauge.
No. 66. Swage with Jointing Rig complete, 5 to 11 gauge.
No. 66A. Swage with Jointing Rig complete, for Saws 11 to 16 gauge.
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No. 75. Bolton 72-inch Hand Rip and Cut-off Gummer, 450 lbs.
No. 76. Gummer as above with Planer Knife Attachment, 475 lbs. Best low price Gummer.



No. 27. The Bolton Band Wheel Grinder with Tool Attachment, 500 lbs. Sidedresser.



Automatic Bench Knife Grinder.

6 inch Cup Wheel. No water attachment.
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**FAST TIME AND THROUGH TRAINS
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Our Chisel-Tooth Saw is adapted to all kinds and conditions of sawing and does equally well in hard or soft woods, winter or summer, large or small mills.

THE ONLY SUCCESSFUL INSERTED-TOOTH SAW

It increases the output of the mill, requires less power and makes better lumber at less cost than any other saw.

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WE PAY CASH for what we buy and are in the market for
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Vol. XIV.

CHICAGO, MAY 17, 1902.

No. 3.

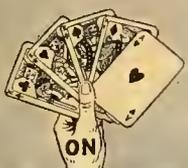
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 150 M feet 1 to 4 inch Dry Cherry, all grades.
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 A few cars 1 1/4 inch Common Plain White Oak.
 Write Us For Prices.

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 WE HAVE THE LARGEST AND MOST COMPLETE STOCK IN THE CITY
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 We can furnish you
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 All Lengths and Thicknesses.
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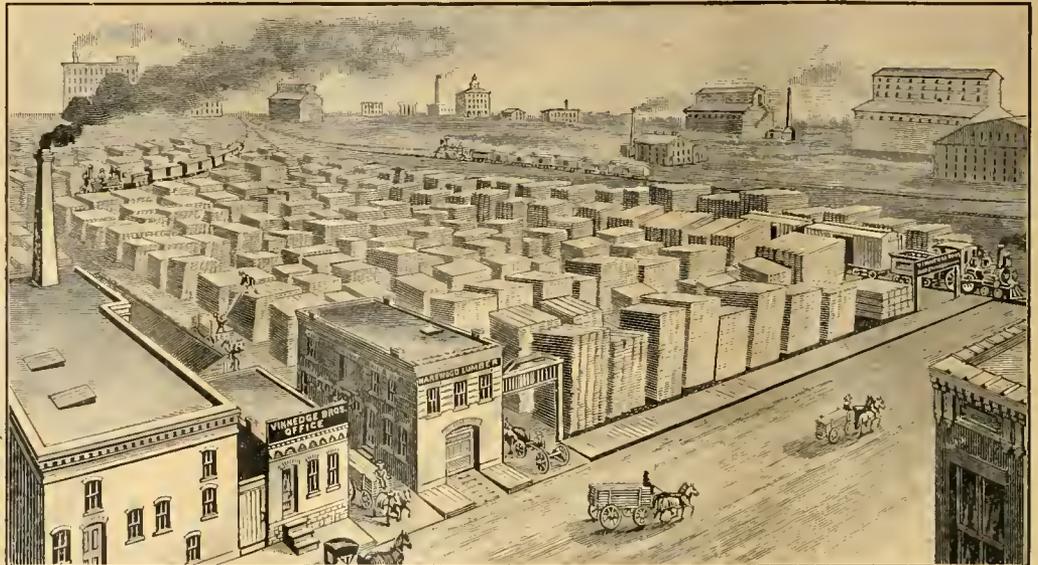
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PLAIN WHITE OAK,
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YELLOW PINE,
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 SHIPMENTS MADE DIRECT FROM MILLS, LEVEE OR TRACK. NO YARDING EXPENSE. :: WRITE US. **ST. LOUIS, MISSOURI.**

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Or anything you have for sale in hardwoods.

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DAILY FROM CHICAGO
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SOLICITED

WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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Specialties: Red Oak, Basswood, Birch

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WANTED—Southern Hardwoods.

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WANTED FOR SPOT CASH.

PLAIN RED OAK.

10 cars, 1 in., 1st & 2d & com., 6 to 8 mos. dry.
5 " 1 1/4 " " " " " " "
5 " 1 1/2 " " " " " " "

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Solicit correspondence with mill men manufacturing Plain and Quarter Sawed Oak, Black and White Ash, Poplar and Birch.

WE ARE ESPECIALLY IN NEED OF SOME PLAIN SAWED RED OAK.

Send us a list of what you have in all kinds of hardwoods.

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IN CAR AND CARGO LOTS.

SMALL DIMENSION STOCK IN MAPLE, ELM, BEECH AND OAK A SPECIALTY.

Desire to contract with responsible manufacturers for large blocks of Poplar and Plain and Quartered Oak.

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Can Handle the Cut of One or Two Good Mills on a Cash Basis. Send me your Stock List.

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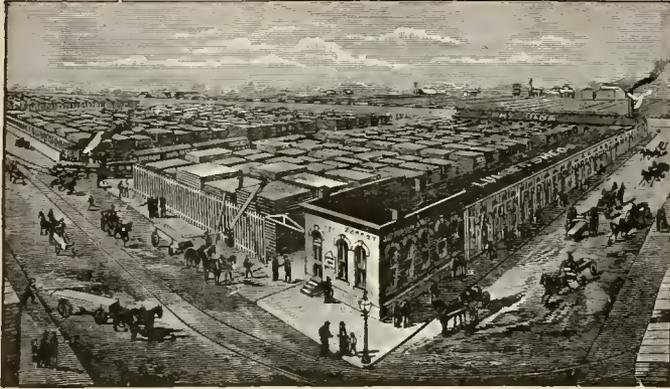
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WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS

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Write us for prices.

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FOR SALE:

Indiana Stock.

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1 car 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch 1st and 2nd quartered red oak.
10 cars 1-inch common quartered red oak.
1 car log run walnut and cherry.
10 cars 1-inch log run gum.
1 car $\frac{3}{4}$ -inch 1st and 2nd plain white oak.
1 car 1 $\frac{1}{2}$ -inch 1st and 2nd plain white oak.
1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
2 cars 1-inch common poplar.
1 car each quartered and plain white oak parquet strips, 1x3 $\frac{1}{2}$ in.,
4 in., 4 $\frac{1}{2}$ in. and 5 in. wide, 16 in., 20 in., 24 in. and 28 in. long.

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We will receive lumber || F. P. EULER, Purchasing Agent,
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1 inch, 1 $\frac{1}{4}$ inch, 1 $\frac{1}{2}$ inch and 2 inch Log Run Soft Elm.

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1 inch and 1 $\frac{1}{2}$ inch Black Ash.

1 inch Shipping Cull Basswood.

1 inch and 2 inch White Oak.

1 inch and 2 inch Red Oak.

1 inch, 2 inch and 3 inch Soft Maple.

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We Solicit Orders for Mixed Cars, Rough or Dressed.

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A MILLION FEET WHITE CANE ASH, **In Stock**
 ALL THICKNESSES—DRY. **and**
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 different items—
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 with display lines—
 at top and bottom.—
 Somebody—
 can use—
 to advantage—
 what may be—
 a sticker—
 with you.—

LET US PROVE IT.

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QUARTERED WHITE OAK

3 Cars 4-4 Firsts and Seconds.
3 " 6-4 " "
5 " 8-4 " "
5 " 4-4 Common.
5 " 8-4 "

QUARTERED RED OAK

10 Cars 4-4 Firsts and Seconds.
10 " 4-4 Common.
3 " 8-4 "
2 " 4-4 Clear Strips.
ALL BONE DRY.

POPLAR

2 Cars 6-4 Firsts and Seconds.
20 " 4-4 Shipping Culls.

ALSO OTHER GOOD THINGS IN HARD-
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...HARDWOODS...

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 ROUGH AND DRESSED.

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 MANUFACTURERS AND WHOLESALEERS OF
HARDWOOD LUMBER

We have a Large Yard, Well Stocked with

QUARTERED AND PLAIN OAK, : WALNUT, : ASH, POPLAR AND HICKORY.

Write us or call and look our stock over.

CHATTANOOGA TENN.

Codes: A. B. C. Lumberman's.

THE HIMMELBERGER-HARRISON LUMBER CO.,

Morehouse, Mo.

RED GUM.

RED OAK, WHITE OAK, ASH.

Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers.

Spokes: Club Turned Oak and Hickory. Ceiling, Flooring, Etc.

Our Specialty: **RED GUM,** Air Dried or Kiln Dried. All Grades, Dressed or Rough.

CYPRESS, SOFT ELM. Choice Export Stock. Bed Slats, Bed Posts, Curtain Pole Stock.

PENROD WALNUT CORPORATION

...Manufacturers and Exporters...

BLACK WALNUT LUMBER EXCLUSIVELY

Thin Stock A Specialty



Always on the Market for

Good Walnut Logs.

Ample Stock from 3/8-inch up to 4 inches thick in all grades.

Annual Capacity 7,000,000 feet. Write or wire us when the subject is Walnut. It will pay you.

CABLE ADDRESS: WALNUT.

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To Furniture Manufacturers and Makers of Wheeled Vehicles.

No other place in the South offers such abundant facilities for the Furniture Manufacturer as that part traversed by the

Nashville-Chattanooga

St. Louis Railway.

There are over a hundred varieties of wood that may be obtained in greater or less quantities along the line of this road.

The best hickory in the world is found in Tennessee and the white oak is unexcelled for toughness, strength and elasticity. More spokes and rims and hubs are made in the country contiguous to this road than in any other part of the South.

For specific information as to the suitability of this region for the manufacture of furniture, wagons, etc., address

J. B. KILLEBREW,

Industrial and Immigration Agent

Nashville-Chattanooga & St. Louis Railway,

NASHVILLE, TENN.

HENRY W. CAREY, President.
 WILLIAM H. WHITE, Vice President.
 HENRY N. LOUD, Vice President.
 WILMER T. CULVER, Secretary.

HORATIO B. LEWIS, Treasurer.
 EDWARD BUCKLEY, Director.
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 WHOLESALE HARDWOODS
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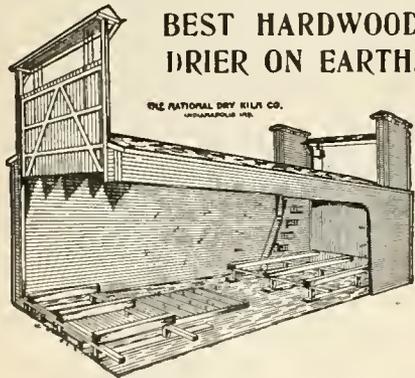
FOR SALE
Wisconsin Hardwoods

1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
 1 Inch Log Run Black Ash.
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Write for Prices on Above Items, also all Other Wisconsin Hardwoods.

MILL AT FENWOOD, WIS.

FENWOOD LUMBER CO.
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**BEST HARDWOOD
 DRIER ON EARTH.**

THE NATIONAL DRY KILN CO.
 INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
 AND CAN DO THE SAME FOR YOU.

CLINTON, IOWA, NOV. 20, 1901.

THE NATIONAL DRY KILN CO.,
 Indianapolis, Ind.

GENTLEMEN:—After testing the two kilns which you recently put in for hardwood lumber, we are pleased to say that they are entirely satisfactory. We are able to dry hardwoods in a very short time most successfully, neither checking or warping same. We believe your system superior to any system of drying lumber that we have any knowledge of.

Yours truly,

CURTIS BROS. & CO. Per C. F. Curtis.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

No. 33 West South St., INDIANAPOLIS, IND.

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**HAVE THE TIMBER,
 HAVE THE MILLS,
 HAVE THE LUMBER,
 WANT YOUR ORDERS.**
 Manufacture **OAK, ASH, GUM
 AND COTTONWOOD**

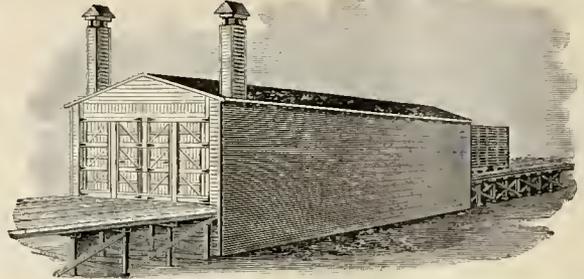
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THE DRY KILN FOR HARDWOODS

has got to be a kiln you can trust and be sure of all the time. Don't take any chances. Buy the Dry Kiln that has invariably proven successful in perfect drying of hardwoods. Investigate the record of

THE STANDARD DRY KILN.



THE MOIST AIR SYSTEM OF "THE STANDARD"

is particularly adapted to the drying of fine lumber. It doesn't spoil any of your stock. It seasons it thoroughly; takes every drop of moisture out of the wood; leaves it dry. No checking, no hollow-horning, no case-hardening. We guarantee this.

WRITE FOR "STANDARD" LITERATURE ON
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THE STANDARD DRY KILN CO.
 INDIANAPOLIS, INDIANA,
 U. S. A.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, MAY 17, 1902.

No. 3

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

TERMS OF SUBSCRIPTION:

U. S., Canada and Mexico.....\$1.00 per year.
Foreign Countries..... 2.00 per year.

ADVERTISING RATES ON APPLICATION.

The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the *Hardwood Record*. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

SUPPORT THE INSPECTION BUREAU.

Our Man About Town has in this issue touched, in a semi-humorous way, upon a vital point in the matter of national inspection. It is that the national inspection rules are of themselves of absolutely no avail. The vital point is to have an official interpretation and application of those rules.

Should the National association stop at the making of the rules, it is probable that more harm than good would result, for every consumer in the land would claim the privilege of putting an ignorant or dishonest inspector to work at applying those rules, and they would afford no protection whatever.

The Inspection Bureau is the backbone of the association, and the lumberman who has spent time and money in perfecting the inspection rules must lend his support to the Inspection Bureau if he would not have all his work wasted.

As the Man About Town aptly says, the rules without the Inspection Bureau is like a lot of laws with no power to interpret and apply them. The National association is attempting to govern the inspection of hardwood lumber in this country, and to do this it must have an executive and judicial as well as a legislative department. Any government which simply makes laws but does not seek to enforce them amounts to but little.

The trade must support the Inspection Bureau. And we wish to say that simply giving it the disputed cases to handle is not sufficient. A corps of inspectors cannot be maintained all over the country simply to help you out after you get into trouble, without making the dues of the association sufficient to furnish a revenue of \$50,000 a year instead of \$3,500, as at present. Mr. Wall has been giving a quality of service such as money can scarcely secure, and he has been giving it for nothing. He has made no complaint, but he will get tired of it some day unless the trade comes to the front and lend his department the support to which it is entitled.

To be frank, it seems to us that a good many lumbermen refuse to have their lumber inspected by national inspectors for the reason that they hope to make a grade pass which is not so good as a national grade. This sort of business is getting them into more and more trouble, and they want the national inspectors handy to help them out when they get into trouble, but they had as well understand that the

Inspection Bureau cannot be sustained on that kind of business. They had better sell on national inspection and at corresponding prices, thereby avoiding trouble. We believe they will find it more profitable in the long run.

It is curious to read some of the letters Mr. Wall receives from lumbermen who have never contributed anything to the support of the Inspection Bureau, complaining that there are not enough inspectors located at various points to protect their interests. How in the world do they suppose such inspectors are to be maintained?

The National association has progressed finely in getting the lumbermen together and doing some fine legislative work, but it will all be of no avail if the Inspection Bureau be not supported.

THE FIRST DAY'S WORK.

Perhaps the chief characteristic of the work of the convention this year was the general desire on the part of all its members to treat each department of the trade and each section of the country, as it relates to the trade, with fairness and, in fact, liberality.

The revision of rules committee were in session the greater part of three days, giving heed and consideration to all the claims and suggestions as to inspection on the various kinds of hardwoods. This committee, appointed with a view of giving the whole trade a representation, presented a unanimous report and with but two exceptions that report was accepted. The same wise, harmonious and intelligent action that evidently prevailed in the committee room was carried out on the main floor of the convention.

The one exception to the committee report of importance was in the rules on walnut. The rules as adopted were presented by Mr. Lendrum, who, as he stated, represented eleven of the largest manufacturers of this wood in the country. The sale for this product is mainly in foreign markets and when Mr. Lendrum pointed out the competition they had to meet—the requirements of foreign purchasers being more lenient on logs than our specifications were on lumber—and that it was to the best interests of trade as well as the country at large to ship a manufactured product rather than raw material, he was given the support of the convention.

The report of the Inspection Bureau was of such a favorable nature and its exponents were so confident of the practicability

ity of the system, that there is not much left to doubt about on that score. The value of this department of the association to the trade is great and is treated more at length in another column of this issue.

EVANSVILLE LUMBERMEN ORGANIZE.

The Evansville Lumbermen's Association was organized Saturday night at the Acme Hotel. A majority of the firms in the city were represented and the association expects to enroll the names of every manufacturer and dealer in the city in the near future on their membership books.

The object of the association is set forth in the seventh paragraph of the by-laws, which is as follows: "The object for which this association is formed is the providing of suitable office and assembly rooms wherein members may meet and buy, sell and exchange lumbers, to encourage and maintain fair dealing and uniformity in the customs of trade, to collect and preserve information, establish rules and regulations and adjust controversies between members.

The meeting last night was the result of a preliminary meeting held two weeks ago, when plans were discussed for the organization.

The following officers were elected:

F. J. Reitz, president; W. Thelkeld, vice-president; Fred W. Reitz, vice-president; D. M. McLaren, secretary and treasurer; F. Coss, J. M. Moeller and Dan Wertz, directors.

At the next meeting of the association the board of directors will decide upon where their permanent quarters will be located and also whether or not the members shall, as a body, join the Business Men's Association.

Mr. Thelkeld presided at the meeting last night. In a short address he spoke of the possibilities of such a society and showed what had been accomplished by similar organizations in other cities.

After the meeting he said to the Courier reporter: "The organization will do much, if properly managed, to increase the business of the city. At the general office information will be given to prospective buyers of the different dealers in the city and the kind and quality of lumber they handle. It will greatly facilitate, I believe, the trade of the Evansville lumber merchants. Within a short time we expect to have the names of every firm in the city and adjoining territory on our membership books. The organization should prove one of the most influential and powerful in the city."

After the meeting those that were present enjoyed a light lunch served by Host Adler of the Acme.

The following firms were represented at the meeting:

Evansville Hardwood Manufacturing Company, Moeller & Storrs, John A. Reitz & Sons, James Piatt & Co., Charles Pyeatt & Co., Maley & Wertz, C. P. White Lum-

New President Cincinnati Lumber Club.



F. M. POSSELL.

It gives us unmixed pleasure to present in this issue a biographical sketch of one of the most popular and successful among the younger generation of hardwood lumbermen, F. M. Possell, the newly elected president of that famous organization, the Cincinnati Lumbermen's Club, and member of the well-known hardwood firm of Gage & Possell of Cincinnati.

Mr. Possell was born in Buffalo in 1861 and is at present forty-one years of age, and in spite of his gray hair, which has, in connection with his general character, earned him the title of "Silver King" Possell, does not look his age.

Mr. Possell secured his education in the common schools, where so many of the most polished and cultured American gentlemen received all their schooling.

ber Company, Crosby & Beckley Company, H. Maley Lumber Company, Evansville Lumber Company, J. Elliott, May, Thompson & Thayer, Charles Wolfen, Anton Brucken.

REMOVAL NOTICE.

Doddsville, Miss., May 5, 1902.

After this date our main office will be Clarksdale, Coahoma County, Mississippi. Clarksdale is a thriving little town of about three thousand people, with good hotels, accommodations, and located 77 miles south of Memphis, on the Y. & M. V. Ry.; also at the junctions of the Clarksdale & Jackson and the Clarksdale & Belzonia ("Yellow Dog") branches, making it a close center of three of the best hardwood lumbering roads in the South.

We have arranged to put in a very large yard at this place, to concentrate quite a lot of the lumber from our mills, and expect in a short time to have one of the finest assortments of hardwood lumber to be found in the South.

Thrown upon his own resources at a very tender age, Mr. Possell, after flirting with several occupations which provided him with the very necessary bread and butter, was finally so fortunate as to secure employment with that great training school for lumbermen, the school which graduated so many men who are now pursuing successful careers in the hardwood lumber trade, the great firm of Seatcherd & Son, at that time Seatcherd & Belden.

After being thoroughly drilled in the Buffalo yard of his employers he was sent to Indianapolis to assist their agents, Messrs. L. H. Gage and Isaac Wright, in looking after their western business.

In 1880 at the age of nineteen he was employed as lumber buyer for the Studebaker Wagon Company at South Bend, Ind., a corporation which probably purchases more domestic hardwoods than any firm in the United States. This responsible position he held for seventeen years, and then took his savings and engaged in business for himself, purchasing an interest in the Cortland Wagon Company of Cortland, N. Y.

Not being thoroughly satisfied he decided to go back into the lumber business and at the end of two and a half years formed a partnership with his erstwhile tutor, Mr. L. H. Gage, under the firm name of Gage & Possell at Cincinnati, and was on last Monday evening elected president of the Cincinnati Lumbermen's Club.

The foregoing constitutes a brief outline of Mr. Possell's successful business career. Personally, Mr. Possell is a high-class man in every respect. Everybody who knows him is his friend. He is sincere, upright and honorable, a true gentleman and deservedly one of the most popular men in the trade.

Clarksdale is only a few hours' run from Memphis, and we have ten passenger trains in and out of Clarksdale, besides about as many local freights, carrying passengers. We will be glad to have all our old friends and customers pay us a visit in our new quarters.

SUNFLOWER LUMBER CO.

READY FOR BUSINESS.

We wish to announce that we have now completed the erection of a new and modernized band saw mill at Mitchell, Ind., with a capacity of eighteen to twenty thousand feet per day in quartered oak.

This location places us in the heart of Southern Indiana's best timber, on the Monon and B. & O. S. W. railroads. From this date all communications should be addressed to us at Mitchell, Ind. We shall be pleased to have our hardwood friends write or call upon us, assuring you we are in a position to serve you.

Very truly yours,

WM. L. BROWN.

National Hardwood Lumber Association.

Fifth annual meeting held in St. Louis—Revision and modification of Inspection Rules agreed upon—Inspection Bureau progress—Election of officers.

THURSDAY MORNING SESSION.

The fifth annual meeting of the National Hardwood Lumber Association convened at the Southern Hotel in St. Louis on May 15 and was called to order at 10 a. m. by President F. H. Smith.

A brief but cordial address of welcome was extended by President Smith in behalf of the St. Louis lumbermen, after which the convention proceeded to business.

The roll call showed that every section of the country was represented, as well as all interests in the hardwood lumber industry.

After roll call President F. H. Smith read the following address:

PRESIDENT'S ADDRESS.

St. Louis, Mo., May 15, 1902.

To the Members of the National Hardwood Lumber Association, in convention assembled.

Gentlemen:—The past year has been one of vital interest to our association. Since our last convention a widespread interest has been manifested in our work, and our membership has been largely increased. We now have nearly six hundred members enrolled and daily applications are rapidly augmenting our ranks. It is a matter of great pleasure to announce, at this, our fifth annual convention, that we have passed the experimental stage and have reached the point where it can be asserted that success may no longer be doubted. Through trial and vicissitude, against objection and adverse criticism, our organization has gone steadfastly forward, and the unswerving, faithful members are now permitted to realize the fruition of their labors. To us who have fostered this association from its inception, it is a proud moment when we can look back and trace its growth from an organization of doubted utility and questioned merit to one of positive power and unquestioned influence in the business world.

Shortly after the last convention an undercurrent of sectional prejudice was developed. Meetings were held in different parts of the country and rules were formulated to subserve the interest of these particular sections, which, in their general trend, were antagonistic to those of the National association. Your presiding officer was invited to attend these meetings and to hear these rules read and discussed. Through the efforts of your executive committee precipitate action on these rules was stayed, and they were much encouraged to obtain a postponement until the proposed rules and changes should be submitted to this convention. These meetings are not to be considered as discouraging, but rather as an evidence of the fact that a united attempt is being made to establish universal inspection on a sound and enduring basis.

When this association was started, comparatively few of the larger dealers and manufacturers were present, and in the minds of many of these universal inspection was thought to be an impossible prop-

osition. The general discussion of the past year goes to show that it is not only possible, but entirely practicable and desirable, and through the work of our national bureau of inspection it has been practically consummated. This bureau is now in a flourishing condition and is measuring large quantities of lumber in all parts of the country and is giving satisfaction. In fact, it has rendered it easy and safe to do business in widely separated sections—a condition that has not heretofore existed. The bureau was established the latter part of 1900 with ten inspectors. It now has 31 regularly bonded and licensed men, who are doing their utmost to demonstrate the feasibility of the bureau; and the result of their efforts thus far has shown that it is feasible and that it is working a great benefit to the association. I cannot say

rules, how were we going to apply them? The answer to this, gentlemen, is through this bureau.

Now, as to changes in the rules that may be proposed to-day, or during this convention. It seems to me there would be a lack of propriety for a local association, say in Louisiana, to endeavor to establish rules for the inspection of maple produced in the North; and it would likewise be inconsistent for any other section to make rules for the inspection of lumber that it does not manufacture. One serious question that presented itself to your committee three years ago was that of the inspection of yellow pine and cypress, and they disposed of that question by adopting the rules of the Yellow Pine Association and the Cypress Association. I think it would be wise for this association to give serious



FRANKLIN H. SMITH, RE-ELECTED PRESIDENT.

too much to urge the members of this association to use this bureau as often as they possibly can. It needs your support and deserves it. The surveyor-general and his corps of able assistants are giving a great deal of their time to its furtherance, and they are entitled to a great amount of commendation for the work they have done. Men who were skeptical as to the workings of this bureau now confess to me that we are on the right track, and assure me that they will support it in future. Universal inspection has only made the progress it has through the application of the rules by this bureau. The question was raised at Cincinnati, at the time of our second convention, that now we had

consideration to any set of rules that may be brought forward by any association or section producing the greatest amount of the lumber in question. There is only one kind of wood that is likely to cause trouble in the formulation of rules, and that is oak. The ideas of the southern manufacturer as to the proper provisions of these rules are apt to clash with those of the northern producers. But these incongruities have hitherto been overcome by the revision committee, and I have no doubt that this matter will be disposed of by that committee in the same just and equitable manner that has heretofore characterized their work.

I take it for granted that men who rep-

resent such large business interests, men who are wide awake and up to date in their business methods—will have no trouble in getting together at this time, that there may be made sure a set of rules that will not only typify universal inspection, but will be permanent. It goes without saying that the delegates to this convention are here for the purpose of building up, not tearing down. In the debates, no matter how heated they may become, if this be borne in mind, the result is absolutely safe and sure.

My attention has been called to the matter of shipping lumber abroad on consignment, and I have been requested to include the subject in my message. From all the data I have been able to collect, it seems to me that this is a very pernicious custom and should be remedied. This association, if necessary, should take steps to compel, although I do not like the word,

greater value and more liable to damage in transit. I would therefore recommend that a committee be appointed at this convention to take the matter up with the proper heads of departments of the different railways for adjustment.

I would further call your attention, gentlemen, to the fact that this association needs a first-class assistant secretary, who shall be paid a salary commensurate with his ability and adequate to the amount of work done. The correspondence and other work of the association has grown to such large proportions that it is impossible for the honorary secretary to take care of it in a proper manner without great personal sacrifice.

In this connection, I wish to say that the gentleman who has acted as honorary secretary since our organization has made himself almost indispensable to the executive officer, and I take this opportunity of

success is now demonstrated. Let us take great care to perpetuate it.

Secretary A. R. Vinnedge then read his report, as follows:

SECRETARY'S REPORT.

To the Honorable President and Members of the National Hardwood Lumber Association.

Gentlemen—For the fifth time it becomes my agreeable duty to submit to you my annual report as secretary of this association.

As in my previous reports, I am able to state that during the past year we have made substantial progress. We have grown stronger in membership and influence, but what is better than all, we have, I am sure, grown much stronger in the good-will and esteem of the hardwood trade.

When the association was organized and began its campaign for better methods in the hardwood lumber trade, many hardwood lumbermen held aloof and regarded our attempts with doubt. At that time there was so much distrust and antagonism between the various sections and factions of the trade, that, although no fault could be found with the avowed objects of the association, a large portion of the trade had little confidence in it. Little by little the coldness and suspicions had evaporated, and this year it vanished entirely. I have felt the change in the correspondence at my office, and I feel it in the numbers, interest and enthusiasm of this great meeting.

The whole trade has awakened to a realization of the power for good that is in this association. Previous meetings have engendered a respect for the motives and sincerity of other members, and while there is still much difference of opinion as to matters of policy, the hardwood lumber trade is united in the belief that the National association may be made of great practical value to its members and in faith that whatever policies the majority adopt will be for the best interests of all.

POLICY OF SECRETARY'S OFFICE.

In promoting this meeting it was the central purpose of the secretary's office to secure a large and thoroughly representative attendance; and if there is a single member of the hardwood lumber trade who has not been repeatedly and urgently invited to attend, it was an oversight. It was our earnest desire that every section and department of the lumber trade should be represented here and have a voice in the proceedings.

There have in past years been many lumbermen who have failed to attend our meetings, but have criticized our proceedings. In my opinion this is wrong. Only after a lumberman has attended a meeting, has presented his views and failed to receive courteous treatment, has he a right to criticize the actions of this association or question the motives of those who spend their time and money in the work. So we have used our utmost endeavors to impress upon every member of the trade that his presence was earnestly desired at this meeting.

OUR FINANCES.

You will receive the report of the treasurer, which will, I believe, show that the association has been self-sustaining this year upon the dues of \$10 per annum. More money will be needed, for the work is growing every day, but I believe it may be obtained by increasing the membership and keeping the dues at \$10.

There are at least 500 more lumbermen in the United States who should be mem-



ALLEN R. VINNEDGE, RE-ELECTED SECRETARY.

the buyers on the other side to purchase their lumber on this side in such a way as this association may point out to its members as being the best. I would therefore recommend that a committee on foreign shipments be appointed to collect information and to take such action as they may think necessary to subserve the interest of the members of this association.

I would also call your attention to the matter of classification of lumber for domestic shipment. It is a fact, and a matter of published tariff, that grain can be shipped from Kansas City to Boston for 20½ cents per hundredweight, while a carload of lumber, not nearly so valuable, is made to pay 37½ cents. It is quite useless for me to expatiate very largely on the inequality of this. You will readily see the reason why lumber should be carried on a lower tariff. For instance, lumber in a collision or under a leaky roof is seldom damaged to any great extent, while grain under similar circumstances is almost totally destroyed. I therefore present the proposition that lumber is classed too high as compared with other commodities of

publicly thanking him for his very efficient service during my term of office. I wish also to make manifest my appreciation of the labors of the various committees in furthering the interests of the association. Their work has been eminently satisfactory, and much good has resulted from their efforts.

In conclusion, gentlemen, permit me to say that the immense amount of money invested in their business by the members of this association, with their high and influential standing in the business world as individuals, coupled with the success of this association as a body, gives a mighty power, which, rightly wielded in the hands of a careful executive committee, and its subordinate committees, cannot fail to redound to the benefit of all concerned. The time is past when the individual is smarter than an association. Let us, therefore, lay aside our petty personal prejudices and take a broad, comprehensive view of the matter. Let us not, by striving to secure a little individual advantage, lose sight of the greater advantages to be obtained through harmonious organization. Our



W. H. RUSSE,
First Vice-President.

bers of this organization, and with that addition the dues need never be above \$10.

Personally, I should dislike very much to see the dues increased. This has always been a democratic organization and we ought not to raise anyone out. By conservative and economical management and a vigorous campaign to increase our membership, we should be able to make both ends meet at a yearly cost per member of \$10. At that price no hardwood lumberman of the United States can afford to remain outside the organization, and that is what we want.

OUR MEMBERSHIP.

During the past year we have added new names to our list to the number of 53. We have lost a few through members making business changes and a small number from other causes. Two or three have resigned for the reason that they were, so they said, getting no benefit from belonging. This seems to me somewhat hasty action. It is as though a man was building a house, and after spending a good deal of time and money on it, should stop before he has the roof on, because he is not getting any benefit. We are building the National association carefully, thoroughly and patiently and on a sound foundation. It is far enough along now that it protects many members, and it will, in a short time, be roofed in and be big enough to protect the entire trade.

There can be no question in the mind of any fair man that at the time the National association was organized there was need of its services, and any member of the trade who is convinced that the members of this association are working conscientiously to benefit the trade, should add his efforts to theirs.

In extending the membership each member should be a committee of one to assist. Each can get one new member at least. The greatest leverage for raising our membership list, however, will be for this meeting to do its work so fairly and conservatively that it will meet the approval of the trade. Let each member bear in mind that there is no delegate present who will get all he wants or have all his views prevail, remembering that,

as Daniel Webster said, "All legislation is the result of compromise."

WORK BEFORE THIS MEETING.

As for the work that will come before this meeting, I have no suggestion to make, except that the association push forward vigorously in the work it has undertaken of establishing a uniform and reliable system of hardwood lumber inspection throughout the United States. This work is great enough and large enough, it seems to me, to fully occupy the best thought and the best effort of the members of this association. Much progress has been made, enough to demonstrate the possibilities of the situation and to cheer us with the prospects of a complete success.

In pursuing this work we have no precedents to guide us. We are sailing an unknown sea. All our work must be evolved and there is nothing for it but to feel our way carefully along, being certain that we keep the fair and reasonable men of the trade with us. The management of the National association under such circumstances is placed in the position of a judge rendering a decision in a court of law where there are able advocates on each side watching him sharply to see that he keeps in a straight line. Every step he takes must be explained most clearly and a good reason must be given for everything done.

The work of this association never has



WM. H. WHITE,
Second Vice-President.

been, and never can be, carried forward in a narrow and selfish spirit. The work of establishing a uniform system of hardwood inspection is one of too vital interest to the hardwood trade to permit of any carelessness, slackness or unfairness. It might be possible for some element of the trade to so control this convention as to secure an unfair advantage to their section of the country or their department of the trade, but such action would be rejected by the trade at large. Whatever work is done at this convention must be of a character to stand the closest scrutiny as to motives and the severe test of practical application.

In reviewing the four years of the association's work, the thing that impresses me most is the growing interest which the trade is taking in the meetings and in the progress of the work generally. To the early meetings many came in a spirit of skepticism. They had little faith that the work of the National association would ever amount to much. They came either

for recreation or to get acquainted with possible customers; to buy or sell, or to have a good time. There has been a great change, however. Members realize that the work of this association is slowly but surely working a change in the hardwood trade, amounting almost to a revolution. Much progress has been made; more than anyone has a right to expect, but the progress that has been made in securing the goodwill and confidence of the general trade is more valuable than all else. Confidence is a plant of slow growth, but once the National association has secured the confidence of the hardwood trade, all else is easy. If in the past four years it has been demonstrated to the trade at large that the National Hardwood Lumber Association is making a sincere attempt to place the hardwood lumber business on a more responsible and reliable basis, and to do away with the immense annual loss arising from disputed inspection, we have done well.

Another thing which impresses me is the constant tendency in all our deliberations and enactments toward a consideration of that which is fair and just to all. No fallacy can sustain itself in a free and open discussion of intelligent men. The constant tendency of such discussion is to bring uppermost that which is just and right, and I believe we have never had a meeting that has not resulted in bringing about a more equitable condition in the hardwood trade.

The principal work to come before this meeting is, probably, the revision of the rules of inspection. Considerable impatience has been expressed that satisfactory rules have not been secured before this time, but all things considered, I think there is no cause for surprise. The work of uniting the entire hardwood trade of the United States upon a set of inspection rules is a large undertaking. Our work heretofore has been largely experimental, not only in the making of rules but in other matters. Our first meetings were scarcely representative of the entire hardwood trade and there has been much prejudice and misunderstanding to overcome. The present meeting is, I believe, by far the most representative we have yet had, and we should be able to produce work that will be of permanent value.

In closing, I wish to congratulate the



MAX SONDEIMER,
Third Vice-President.

association upon the size and representative character of this convention, upon the keen interest and liberal spirit manifest, and to thank the members for the loyal

tion of the President's message referring to the export trade.

In anticipation of the discussion that would arise during the afternoon session over the report of revision of rules committee, the president suggested and was supported in motion, which was adopted, that speeches be limited to three minutes' duration.

THURSDAY AFTERNOON SESSION.

The question of the voting of proxies was brought up by Mr. W. A. Bennett of Cincinnati. The chair ruled that, acting on precedent established at Chicago meeting last year, regular authorized proxies could be voted by holders present. An appeal from the decision of the chair was taken. The discussion was participated in by Messrs. Bennett and Russe, against the voting of proxies, and Messrs. Sondheimer and McMillan, supporting the chair. Some good argument was produced on each side, but the final outcome was determined when Mr. White, representing the interests of the Michigan manufacturers, and holding some thirty or more proxies, stated that he had confidence in the judgment of the committee on revision of rules and would withdraw his right to use his proxies.

And the proxies were not used.

The treasurer's report was handed in by W. E. Smith in the absence of Treasurer George E. Ohara and was as follows:

TREASURER'S STATEMENT.

Receipts for the year.....	\$3,685.40
Balance on hand from last year..	154.80
	<hr/>
	\$3,840.20
Expenses for the year	3,492.00

Balance on hand\$ 348.20

Upon call for report of inspection bureau committee, Mr. J. W. Thompson, chairman, submitted the report of committee, as follows:

To the Members of the National Hardwood Lumber Association, in convention assembled.

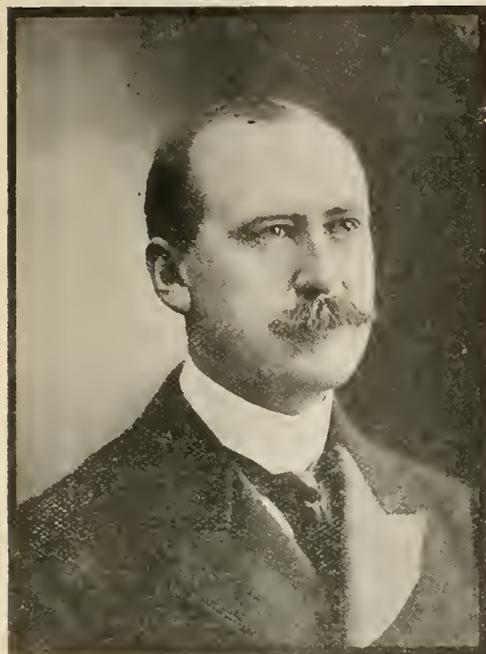
As the chairman of the Inspection Bureau, I beg to report progress in the uniform system of inspection. This bureau was established in May, 1900, just three years ago. Knowing from the first the difficulty of establishing a system of inspection that would meet the wants of the hardwood trade, very little progress was made the first year, except the appointment of the surveyor-general, a few deputy inspectors at principal hardwood markets, and the inspection of something less than four million feet of lumber by some ten inspectors.

The second year's work was one spent in education of the hardwood trade, explaining the work undertaken by this bureau, and establishing the facts of its feasibility and usefulness. As the result of this work, at the close of the year, something over 20 inspectors had been appointed and a total of upward of 20,000,000 feet had been inspected by them.

At the present time the bureau has upward of 35 inspectors appointed, all under bond, and we now have applications of appointments of others, which will swell this number to upward of 40 at the close of this month. A great deal of work is being done by them at the present time and

prospects are quite flattering at present, especially so now that a great many of the stumbling blocks of this bureau will, we hope, be removed by the action of the association during this present meeting.

There has been for the last three years quite an agitation throughout the country



M. M. WALL,
Surveyor-General.

support they have given me in my efforts to advance the interests of the association. Respectfully submitted,

ALLEN R. VINNEDGE, Secretary.

On motion of Mr. J. W. Thompson, the president was instructed to appoint two committees to consider and recommend ac-



GEO. E. HIBBARD,
President St. Louis Lumber Association.

tion on the question of inspection rules. This, in fact, has been the greatest hindrance to the progress of our work. It has been the aim of the surveyor-general in his visits to the various sections of the country to become acquainted with the principal features of objection and to establish that uniformity of ideas on this question, so as to enable us to carry on our work more smoothly, but our observations in almost every section are, that our rules of inspec-



W. A. BENNETT,
Director for Ohio.

tion on the president's and secretary's reports.

On motion of Mr. Max Sondheimer, the president was instructed to appoint a third committee, that were also members of the Exporters' association, to consider that por-



W. A. BOUSACK,
Director for Missouri.

tion are more severe on most woods than the hardwood trade demands or a customer requires.

We believe that there has been more careful, thoughtful effort on the part of our present revision committee given to the question of revising our rules, to the

Inspection Bureau Committee.

satisfaction of the various sections, than ever before. This committee has carefully and persistently labored for the last six months to get from every member of the association any idea which might suggest itself to him for the betterment of the present rules and to try, if possible, to establish rules which will meet the requirements of our association and which will not require any changes for years to come.

The surveyor-general finds it extremely difficult to make that progress which he should in our work without having complete harmony in the various sections of the country.

We believe, with his strenuous efforts the last six months, and the comprehensive work done by the revision committee, that they will submit to your honorable body a set of rules that will meet the wants of the entire hardwood trade, both wholesaler and manufacturer.

And we most earnestly recommend that you heartily support the efforts of your revision committee and adopt their suggestions as to the change in the inspection rules.

We have, with the approval of the board of managers, appointed Mr. W. W. Wheldon assistant surveyor-general, whose duties have been to look after the work of the inspectors, to assist them in properly interpreting the rules of inspection, and to see that they do fair, reliable and uniform work; also looking after the different markets and points where no national inspector is located, and to see that such markets are properly looked after. We find good results for the association in this work and hope that we may be able to continue the work undertaken through him. He has also secured a great many new members to the association, after explaining the work undertaken to be done for the hardwood trade.

Mr. Wall, our surveyor-general, has been untiring in his efforts and work in this department. He has visited all parts of the country and has familiarized himself with the conditions and wants of its members, and has practically unified and harmonized the interpretation of the various inspectors as regards the rules of inspection.

The members of the association realize, as does your committee, that to the patient and diligent efforts on the part of Mr. Wall is to be credited the marvelous success and growth of this department.

Respectfully submitted,

J. W. THOMPSON, Chairman.

The revision committee not being ready to report, the intervening time was taken up in listening to a short talk of Dr. Tarleton H. Bean, acting chief of Department of Forestry, World's Fair, to be held in St. Louis in 1904. Dr. Bean asked the cooperation of the National association in the making of the exhibit of forestry and suggested that a committee be named as an advisory board.

A motion that a committee of five be appointed by the president was adopted.

Mr. W. E. Barns claimed the attention of the convention in a short talk on aims of the committee who have in charge the erection of the House of Hoo-Hoo at the World's Fair grounds. He stated that the building was designed to be a home for the members, and those eligible to membership, in the Hoo-Hoo order. That the membership fee would be \$9.99, which would entitle one to all the advantages of a first-class club. The construction will be



A. J. LANG.

J. W. THOMPSON, Chairman.

E. C. COLCORD.



H. B. LEWIS.

W. M. WESTON.

E. A. SWAIN.



T. B. STONE.

W. E. SMITH.

W. B. DUTTON.

made with the idea of displaying the beauty and utility of the various kinds of domestic lumber and will include a café, a reading and writing room and a large assembly room, in which can be held lumber conventions and the Hoo-Hoo Annual.

Mr. John M. Woods of Boston, Mass., also addressed the convention on the subject of forestry.

The following report was submitted by the revision of rules committee through its chairman, Mr. Theo. Fathauer:

To the National Hardwood Lumber Association.

Gentlemen:—The committee on revision of inspection rules respectfully recommend

the following changes of the present rules of inspection:

ADD TO GENERAL INSTRUCTIONS...

That all fractions of $\frac{1}{4}$ foot and over should be measured up to the next highest figure.

All badly missawed lumber shall be thrown out by the inspectors.

STANDARD LENGTHS.

Standard lengths are 6, 8, 10, 12, 14 and 16 feet, except as otherwise specified, as most lumber is handled in lengths of 10, 12, 14 and 16 feet. Odd lengths, such as 9, 11 and 13 feet, shall be measured back to the next even length, except when otherwise specified. In the grade of firsts and

seconds, the lengths are from 8 to 16 feet, but there must not be over 10 per cent of 10-foot lengths and 5 per cent of 8-foot lengths, unless otherwise specified.

STANDARD DEFECTS.

Eliminate paragraph 4. and insert instead "One split not diverging more than 1 inch to the foot and not exceeding in length in inches the surface measure of the piece in feet, except as otherwise specified."

In paragraph 5. instead of saying "A piece of lumber 8 inches and over wide," should read "A piece of lumber 8 inches or over wide."

Eliminate paragraph 6. and insert instead, "Worm, grub, knot and rafting pinholes, not exceeding in extent or damage 1¼-inch knot, except as otherwise specified."

EXPLANATIONS.

In paragraph 2 the word "ordinary" should be added before season checks.

Add paragraph, "Wane is difficult to describe and inspectors must take same into consideration."

INSPECTION OF LUMBER SAWED FOR SPECIFIC PURPOSES.

We recommend that the sentence, "Such stock shall be inspected, clear and culls," be eliminated.

STANDARD INSPECTION PLAIN SAWED RED AND WHITE OAK.

Width, 3 inches and over.

Eliminate "thicknesses."

Bright sap up to one-third the width of board on one side is no defect.

Firsts must be 10 feet and over long.

Seconds must be 8 feet and over long; 8 feet to be 8 inches and over wide; 8 to 9 inches wide must be clear; 10 inches and over wide to admit of one standard defect. Pieces 10 feet and over long, 6 and 7 inches wide, free of sap, will admit of one standard defect.

Common are 4 inches and over wide, 6 feet and over long.

Pieces 6 feet long must be 6 inches and over wide and clear, and not over 10 per cent of this length allowed.

Oak strips 1 and 1¼ inch thick, 2½, 3, 4 and 5 inches wide, 8 to 16 feet long.

Clear strips are 10 feet and over long, and must show one face and two edges clear, and must also have one face free of sap. Strips shall be measured so they will dry out full width when seasoned.

QUARTER-SAWED RED AND WHITE OAK.

Lengths, 6 feet to 16 feet long.

Eliminate thicknesses.

Firsts must be 7 inches and over wide, 10 feet and over long. Pieces 9 inches and over wide may admit of one standard defect.

Seconds must be 6 inches and over wide, 8 to 16 feet long; 8 feet must be 7 inches and over wide; 7 and 8 inches must be clear; 9 inches and wider will admit of one standard defect. Pieces 10 feet and up, 6 and 7 inches wide, will admit of one standard defect. Pieces 8 and 9 inches wide may have one standard defect, besides one inch of bright sap. Pieces 10 and 11 inches wide may have two standard defects, besides 1 inch of bright sap. Pieces 12 inches and over wide may have three standard defects besides 1 inch of bright sap.

Eliminate paragraph "Scant sawed lumber that will grade firsts and seconds, and

dress ¾ inch, shall be classed as common."

Bright sap no defect in common and cull.

Common 6 feet long must be 6 inches and over wide and must be clear.

QUARTER-SAWED RED AND WHITE OAK STRIPS.

Quarter-sawed oak strips must be 1 inch and 1¼ inches thick, 2½, 3, 3½, 4, 4½, 5 and 5½ inches wide, 8 to 16 feet long. Quarter-sawed strips must be measured so they will dry out full width when seasoned.

MAPLE.

Firsts and seconds 8 to 16 feet long.

Seconds must be 6 inches and over wide, 8 to 16 feet long; 8 feet must be 6 inches and over wide, and must be clear. Pieces 10 feet and over long, 6, 7 and 8 inches wide, will admit of one standard defect. Pieces 9, 10 and 11 inches wide will admit of two standard defects, or their equivalent. Pieces 12 inches and over wide may have three standard defects or their equivalent.

Common are 3 inches and over wide, 6 feet to 16 feet long; 6 feet must be 6 inches and over wide and clear. Pieces 6 inches and over wide, 8 and 10 feet long, must work two-thirds clear in not over two pieces. Pieces 6 inches and over wide, 12 feet and over long must work two-thirds clear in not over three pieces.

SOFT ELM.

Same as recommended ruling on maple, with addition of clause as follows:

Note.—Black spots or streaks are serious defects, and inspectors shall be careful in estimating their damage. If they are excessive they will reduce the piece one or more grades.

BIRCH.

Same as recommended ruling on maple, up to and including the mill cull ruling on maple, then add:

"Red birch shall not be less than 75 per cent red on one face; 4 and 5 inch strips shall have one face all red. Otherwise the grade shall be governed by the rules of ordinary birch."

BASSWOOD.

We recommend ruling on firsts and seconds, common and strips same as maple.

BUTTERNUT.

Change in common 6, 8 and 10 feet long must work two-thirds clear in not over two pieces. Pieces 6 inches and over wide, 12 feet and over long, must work two-thirds clear in not over three pieces.

Culls 6, 8 and 10 feet long must work 50 per cent clear in not over three pieces; 12 feet and longer must work 50 per cent clear in not over four pieces.

ASH.

Firsts must be 8 inches and over wide, 10, 12, 14 and 16 feet long.

Seconds must be 6 inches and over wide, 8 to 16 feet long; 8-foot pieces must be 8 inches and over wide, 8 and 9 inch widths must be clear; 10 inches and over width admits of one standard defect. Pieces 10 feet and over in length and 6 and 7 inches wide, admit of one standard defect, except knotholes and rafting pinholes.

Note to be added after clause 1, in seconds, "18 feet and up special grade."

Common pieces 6 inches and over wide, 6 to 10 feet long, must work two-thirds clear in not over two pieces. Pieces 6 inches and over wide, 12 feet and over long, must work two-thirds clear in not over three pieces.

CHESTNUT.

Lengths, 6 to 16 feet long.

Firsts must be 8 inches and over wide, 10, 12, 14 and 16 feet long.

Seconds must be 6 inches and over wide, 8 feet to 16 feet long; 8-foot lengths must be 8 inches and over wide, and must be clear; 10 inches and over wide will admit of one standard defect. Pieces 10 feet and up in length, 6 and 7 inches wide, will admit of one standard defect, excepting knotholes and rafting pinholes.

Commons must be 4 inches and over wide, 6 to 16 feet long; 4 inches must be clear; 6-foot pieces 6 inches and over wide must be clear. Pieces 6 inches and over wide, 8 and 10 feet long, must work two-thirds clear in not over two pieces. Pieces 6 inches and over wide, 12 feet and longer, must work two-thirds clear in not over three pieces.

Culls and sound wormy, 6 to 16 feet long, must be 3 inches and over wide; wormholes admitted in this grade without limit, but must cut two-thirds sound, regardless of wormholes. No cutting allowed that is less than 4 inches wide and 2 feet long, and not to exceed three pieces in 6, 8 and 10 foot lengths, and four pieces in 12 feet and longer.

QUARTER-SAWED SYCAMORE.

Same as recommended ruling on quarter-sawed white and red oak, excepting that 2 inches bright sap is a standard defect, instead of 1 inch.

PLAIN-SAWED SYCAMORE.

Thicknesses, added ½, ¾ and 7⁄8 inches.

Eliminate 2 wormholes to be classed as one standard defect. Balance of rule same as plain oak.

BEECH.

Same as recommended ruling on maple in its entirety.

CHERRY.

Add ½ and ¾ inch in thicknesses.

Firsts and seconds 8 to 16 feet long; 8-foot lengths 6 and 7 inches wide must be clear, and 8 inches and over wide will admit of one standard defect. Pieces 10 feet and over long, 6, 7 and 8 inches wide, will admit of one standard defect. Pieces 9, 10 and 11 inches wide will admit of two standard defects, or their equivalent.

Common 6 inches and over wide, 6 and 8 feet long, must work two-thirds in not over two pieces; 10 feet and longer must work two-thirds in not over three pieces. No cutting allowed less than 4 inches wide and 2 feet long, each cutting to have one clear face.

Culls 6 and 8 feet long must work in three pieces; 10, 12, 14 and 16 feet must work in four pieces. No cutting allowed less than 3 inches wide and 2 feet long, each cutting to have one clear face. Excessive or bad gum spots are serious defects, and when excessive in judgment of inspector must be reduced one or more grades. Ordinary gum spots are no defect in common and cull.

POPLAR.

Eliminate "the standard knot in poplar; must be of sound character."

The combined grades of firsts and seconds must not contain less than 50 per cent of firsts.

Standard lengths must be 6, 8, 10, 12, 14 and 16 feet; firsts and seconds not more than 10 per cent of 10-foot lengths may be allowed in grade of firsts and seconds and sap clear.

Firsts, 1 to 4 inches in thickness, must be 8 inches and up wide, and clear up to 10 inches in width. At 11 and 12 inches

2 inches of bright sap will be allowed; 13, 14 and 15 inches wide 2 inches of bright sap will be allowed or one standard defect. At 16 inches and over in width 3 inches of bright sap will be allowed, or two standard defects, or their equivalent.

Seconds must be 8 inches and over wide. Pieces 8 and 9 inches wide will admit of 1 inch of bright sap, but no defect; 10, 11 and 12 inches wide will admit of 3 inches of bright sap and one standard defect; 13 inches and over wide will admit of 5 inches of bright sap and one standard defect, or two standard defects, or their equivalent, if there is no sap.

Three-eighths, $\frac{1}{2}$, $\frac{5}{8}$ and $\frac{3}{4}$ inch firsts and seconds shall be 8 inches and over wide, and contain not less than two-thirds of firsts.

Common shall be 8 to 16 feet long.

Common must be 5 inches and over wide, and will allow of bright or slightly discolored sap and defects beyond those described in seconds. Two unsound standard defects will be allowed in this grade if over 12 inches wide, and straight splits shall not be considered a defect, otherwise lumber must be sound.

Common pieces 5 inches and over wide, 8 and 10 feet long, must work two-thirds clear in not over two pieces. Pieces 5 inches and over wide, 12 to 16 feet long, must work two-thirds clear in not over three pieces.

No piece of cutting in common allowed less than 3 inches wide, and 3 feet long. Eliminate old ruling on eull and insert "6, 8 and 10 feet in length must work 50 per cent sound in not over three cuttings; 12 feet and over long must work 50 per cent of sound in not over four pieces. No piece of cutting allowed which is less than 3 inches wide and 2 feet long."

POPLAR STRIPS.

Poplar strips must be 4, 5, 6 and 7 inches wide, and known as clear and second clear. Clear must be free from all defects, excepting 1 inch bright sap allowed on 7-inch strips.

Strips shall be measured so they will dry out full width when seasoned.

RED GUM.

Under section "Gum," change caption to "Red Gum."

After thicknesses add "Sap shall not be admitted on one face of firsts and seconds." Seconds are 6 inches and over wide, 10 to 16 feet long. Pieces 6 and 7 inches wide must be clear. Pieces 8 and 9 inches wide may have one standard defect. Pieces 10 to 12 inches wide may have two standard defects, or their equivalent, but not over 1 inch bright sap allowed. Pieces 13 inches and over wide may have three standard defects, or their equivalent, but not over 2 inches bright sap allowed.

CYPRESS.

Adopt the rules of the Cypress Association, as now in force, on rough lumber only.

YELLOW PINE.

Adopt the rules of the Yellow Pine Association as now in force on rough lumber only.

The above rules were then taken up, section by section. Most of the recommendations of the committee were accepted without discussion. The first paragraph in the report, referring to the fraction question, was attended to by Messrs. Farrin, Baskette and Threlkeld, favoring that the division should be made on the half inch.

Revision of Rules Committee.



J. M. PRITCHARD.



THEO. FATHAUER, Chairman.



G. VON PLATEN.



J. WATT GRAHAM.



W. S. DARNELL.



D. F. CLARK.



B. F. McMILLAN.



THEO. PLUMMER.

Messrs. Russe, Thompson and Dodds supported the report of committee, and on a rising vote the majority were in favor of dividing at the $\frac{3}{4}$ -inch station.

The sap question on plain oak brought out considerable discussion, but when it was explained by Messrs. Fathauer and Pritchard of the committee that the reduction of the amount of sap allowed in the first and second grade was more than compensated for in the succeeding paragraph, the recommendation was accepted with but little dissent.

The recommendation of the committee in the rule on cottonwood, which practi-

cally restored the 8-inch and up width in firsts and seconds, was refused, and the rules as adopted at Chicago last year were allowed to stand. In the debate Messrs. Russe and Bennett contended for 8-inch and up in firsts and seconds, Mr. Russe explaining that the matter was of small moment to the manufacturer, particularly in view of the fact that the committee had included a specification for strips; that his trade demanded 8-inch and up and forced him, as the rules now stood, to make a separate contract on all the cottonwood his firm bought. Messrs. Sondheimer and Smith held out for 6-inch and up, and the

vote, though very close, was in favor of not changing the rules on cottonwood.

The committee's report on walnut was also refused, and the following substitution proposed by Mr. Alex Lendrum was adopted:

WALNUT.

Grades—First and seconds, common, culls and mill culls.

Widths—Three inches and over wide.

Thicknesses—Three-eighths, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, $1\frac{1}{4}$, $1\frac{1}{2}$, 2, $2\frac{1}{2}$, 3, $3\frac{1}{2}$, 4.

First and seconds are 6 inches and over wide, 8 feet and over long, not to exceed 25 per cent. of 8 and 9 foot lengths; 6 and 7 inches wide; may have one standard knot and $\frac{3}{4}$ -inch sap on each side. Pieces 8 and 9 inches wide may have two standard knots and 1 inch of bright sap on each side; 10 and 11 inches wide may have three standard knots, 2 inches of sap on one side, and 1 inch of sap on the other side; 12 inches and over wide may have three standard knots and 3 inches of sap on one side and $1\frac{1}{2}$ inches on the other side.

Commons are 4 inches and over wide. Pieces 4 and 5 inches wide may have two standard knots and not more than $\frac{1}{2}$ inch sap on the other side. Pieces 6 inches and over wide must work $\frac{3}{4}$ inches, and no cutting to be less than 3 inches wide and 4 feet long. Each cutting to have one clear face and not to exceed $\frac{1}{2}$ inch sap on reversible side.

Culls to be 3 inches and over wide, and will admit of all lumber not up to grade of common, that will work $\frac{1}{2}$ inch, and no cutting to be less than 3 inches wide and 3 feet long. Each cutting to have one clear side; sap may be on reverse side.

Mill culls to be 3 inches and wider, 4 feet and longer, and must contain at least 25 per cent. of clear cutting not less than 3 inches wide and 2 feet long.

All of the above grades to be measured in odd and even lengths.

Lumber ordered for any thicknesses different from the foregoing thicknesses, or for molding strips, clear face, squares, chair stock, table top, or other dimensions, shall be subject to contract between buyer and seller, and to be arbitrated, if necessary between buyer and seller, by regular authorized inspector, who shall be furnished with conditions of contract.

On motion of Mr. J. W. Thompson the rules as revised will go into effect July 1, 1902.

On motion of Mr. J. W. Thompson a vote of thanks was extended to the committee for its faithful, conscientious work.

President Smith, in behalf of the lumbermen of St. Louis, invited the visiting members to a banquet to be given at the Southern Hotel, Friday evening.

FRIDAY MORNING SESSION.

The convention was called to order at the appointed hour by President Smith. The election of officers for the ensuing year was the first order of business, and resulted in instructing the secretary to cast the ballot of the convention for its present officers and directors. They are

OFFICERS.

President—

First vice-president—W. H. Russe, Memphis, Tenn.

Second vice-president—Wm. H. White, Boyne City, Mich.

Third vice-president—Max Sondheimer, Chicago, Ill.

Treasurer—Geo. E. Ohara, Cairo, Ill.
Secretary—A. R. Vinmedge, Chicago, Ill.

DIRECTORS.

J. W. Thompson, Tennessee.
Eugene Shaw, Wisconsin.
J. J. Rumbarger, Pennsylvania.
Henry Maley, Indiana.
W. A. Bonsack, Missouri.
C. R. Mengel, Kentucky.
W. A. Bennett, Ohio.
Frank W. Lawrence, Massachusetts.
O. O. Agler, Illinois.

The Record goes to press too early for a report of the proceedings of Friday afternoon session. The program is as follows:

1. Appointment of committees.
2. Reports of special committees.
3. Unfinished business.
4. New business.

And then the banquet.

THOSE PRESENT.

R. Sondheimer, E. Sondheimer Company, Cairo, Ill.

Dr. Tarleton H. Bean, Forestry Department, World's Fair, St. Louis.

Frank Ackley, Hardwood Record, Chicago.

F. H. Cass, lumber agent, Chicago & Eastern Illinois Railroad, Chicago.

Eugene Shaw, Daniel Shaw Lumber Company, Eau Claire, Wis.

N. C. Foster, the N. C. Foster Lumber Company, Fairchild, Wis.

Charles A. Goodman, Sawyer-Goodman Company, Marinette, Wis.

William Threlkeld, Henry Maley Lumber Company, Evansville, Ind.

Geo. E. Watson, the House of Hoo-Hoo, St. Louis, Mo.

Theo. Fathauer, Theo. Fathauer Company, Chicago, Ill.

Henry Maley, Henry Maley Lumber Company, Edinburg, Ind.

F. M. Hamilton, Indiana Lumber Company, Nashville, Tenn.

J. E. Defebaugh, American Lumberman, Chicago.

W. O. King, W. O. King & Co., Chicago.

Morris A. Hayward, C. H. & D. R. R., Columbus, O.

J. Watt Graham, Graham Lumber Company, Cincinnati, O.

C. Crane, C. Crane & Co., Cincinnati, O.
H. M. Kramer, C. & W. Kramer, Richmond, Ind.

W. A. Priddie, Kirby Lumber Company, Kansas City, Mo.

W. A. Bonsack, Bonsack Lumber Company, St. Louis.

Max Sondheimer, E. Sondheimer & Co., Chicago.

John W. Dickson, J. W. Dickson Lumber Company, Memphis, Tenn.

William H. Russe, Russe & Burgess, Memphis, Tenn.

Geo. D. Burgess, Russe & Burgess, Memphis, Tenn.

G. W. Gladding, E. C. Atkins & Co., Indianapolis, Ind.

J. M. Pritchard, Long-Knight Lumber Company, Indianapolis, Ind.

R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.

J. W. Thompson, J. W. Thompson Lumber Company, Memphis, Tenn.

F. B. Robertson, Goodlander-Robertson Lumber Company, Memphis, Tenn.

Loyd G. Harris, Loyd G. Harris Lumber Company, St. Louis, Mo.

Horace A. Reeves, Jr., R. B. Wheeler & Co., Philadelphia.

John T. Burford, Burford Lumber Company, Chattanooga, Tenn.

J. M. Card, J. M. Card Lumber Company, Chattanooga, Tenn.

C. L. Adler, Adler Lumber Company, Lyons, Ky.

C. L. McConnell, Prewitt & Spurr Manufacturing Company, Nashville, Tenn.

A. J. Howard, Chicago.

E. M. Clerc, A. J. Howard, Newbern, Tenn.

A. R. Vansickle, A. R. Vansickle & Son, Tannis, Ill.

J. V. Stimson, Huntingburg, Ind.

August J. Lang, St. Louis, Mo.

J. H. Friant, the Himmelberger & Friant Company, Cairo, Ill.

M. E. Stockwell, M. E. Stockwell & Co., Grand Rapids, Mich.

W. D. Reeves, Helena, Ark.

W. W. Whieldon, assistant surveyor-general, Buffalo, N. Y.

Geo. H. Cattrill, American Hardwood Lumber Company, St. Louis.

Frederick T. Pertch, the Advance Lumber Company, Cleveland, O.



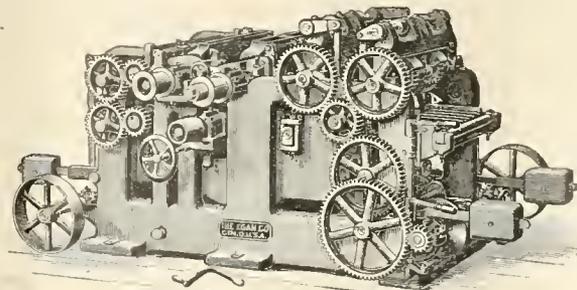
HENRY MALEY, DIRECTOR FOR INDIANA.

John N. Verdin, St. Louis, Mo.
 E. H. Hill, Hallett Lumber Company, St. Louis, Mo.
 John H. Himmelberger, Himmelberg & Harrison Company, Morehead, Mo.
 Harry E. Christian, Indianapolis, Ind.
 O. P. Hurd, Jr., Cincinnati, O.
 L. Methudy, St. Louis, Mo.
 F. E. Stonebraker, L. H. Gage Lumber Company, Providence, R. I.
 J. B. Temple, J. A. Fay & Egan Company, St. Louis, Mo.
 Maurice M. Wall, Buffalo Hardwood Lumber Company, Buffalo, N. Y.
 B. F. Swain, D'Heur & Swain Lumber Company, Seymour, Ind.
 A. E. Hart, Leland G. Banning, Cincinnati, O.
 Benj. F. Cobb, the Lumber Review, Chicago, Ill.
 Geo. R. Thamer, Empire Lumber Company, Chicago.
 Wm. J. Wagstaff, Oshkosh, Wis.
 Edward J. Young, American Hardwood Lumber Company, Madison, Wis.
 H. C. Humphrey, G. W. Jones Lumber Company, Appleton, Wis.
 Chas. H. Barnaby, Greencastle, Ind.
 C. G. Powell, Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.
 Hamilton Love, Love, Boyd & Co., Nashville, Tenn.
 T. J. Christian, the Fullerton-Powell Hardwood Lumber Company, Ind.
 Theodore Plummer, Plummer-Benedict Lumber Company, St. Louis, Mo.
 Alex Lendrum, Penrod Walnut Corporation, Kansas City, Mo.
 John W. Long, New York Lumber Trade Journal, New York.
 John E. Williams, the Lumber Trade Journal, New Orleans, La.
 S. L. Dodds, Sunflower Lumber Company, Clarksdale, Miss.
 Sam K. Cowan, Southern Lumberman, Nashville, Tenn.
 W. E. Smith, Three States Lumber Company, Cairo, Ill.
 W. E. Barns, St. Louis Lumberman, St. Louis, Mo.
 C. V. Kimball, Hardwood Record, Chicago.
 James Buckley, Brookville, Ind.
 M. B. Farrin, M. B. Farrin Lumber Company, Cincinnati.
 Nat Williams, Yowell & Williams, Little Rock, Ark.
 W. W. Knight, Long-Knight Lumber Company, Indianapolis, Ind.
 S. M. Niekey, A. B. Niekey & Sons, Princeton, Ind.
 W. E. Niekey, A. B. Niekey & Sons, Princeton, Ind.
 H. H. Connelly, Connelly Hardwood Lumber Company, Kansas City, Mo.
 B. W. Stadden, Lumbermen's Credit Association, Chicago.
 Harry C. Jackson, the Michigan Maple Company, Grand Rapids, Mich.
 Wm. Kramer, C. & W. Kramer, Richmond, Ind.
 P. Benson, James Kennedy & Co., Ft. Wayne, Ind.
 F. M. Possell, Gage & Possell, Cairo, Ind.
 E. A. Swain, Bennett & Witte, Cincinnati, O.
 R. S. Robertson, Ferguson-Palmer Company, Paducah, Ky.
 John A. Byers, the S. T. Dering Hardwood Lumber Company, Petersburg, Ind.
 S. T. Dering, the S. T. Dering Hardwood Lumber Company, Petersburg, Ind.
 J. P. Steffy, Steffy Lumber Company, Rayville, La.
 Alcee Stewart, Alcee Stewart & Co., St. Louis.
 J. W. Darling, the J. W. Darling Lumber Company, Cincinnati.

E. K. Prickett, the Globe-Wernicke Company, Cincinnati.
 G. D. Fellows, G. D. Fellows Lumber Company, Racine, Wis.
 F. H. Smith, F. H. Smith Lumber Company, St. Louis.
 W. A. Bennett, Bennett & Witte, Cincinnati, O.
 W. J. Cude, Kimmins, Tenn.
 C. B. Kelley, C. B. Kelley Lumber Company, Chicago.
 S. D. Pine, American Lumberman, Chicago.
 Leonard Bronson, American Lumberman, Chicago.
 B. A. Johnson, American Lumberman, Chicago.
 D. C. Burgoyne, Paris, Tex.
 W. H. White, W. H. White & Co., Boyne City, Mich.
 J. A. Thompson, May, Thompson & Thayer, Evansville, Ind.
 Jacob Mahley, Sullivan, Ind.
 Daniel Wertz, Maley & Wertz, Evansville, Ind.
 O. W. Gladden, Gladden Lumber Company, Indianapolis, Ind.
 J. A. Braun, C. E. Strifer Lumber Company, St. Louis, Mo.
 M. E. Thomas, Cobbs & Mitchell, Inc., Cadillac, Mich.
 A. R. Vinnedge, Vinnedge Bros., Chicago, Ill.
 E. E. Goodlander, Goodlander-Robertson Lumber Company, Memphis, Tenn.
 J. P. Richardson, St. Louis, Mo.
 J. S. Garetson, Garetson-Greaseon Lumber Company, St. Louis, Mo.
 Edw. C. Allen, Cairo, Ill.
 H. S. Candee, Hardwood Export Company, Cairo, Ill.
 N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.
 Col. Thos. K. Edwards, Illinois Central Railroad, Chicago.
 F. F. Fish, Foster Lumber Mercantile Agency, Chicago.
 C. F. Liebke, C. F. Liebke Hardwood Lumber Company, St. Louis, Mo.
 Geo. H. Leuhrmann, C. F. Leuhrmann Hardwood Lumber Company, St. Louis, Mo.
 F. W. Lawrence, Lawrence & Wiggin, Boston, Mass.

TRAIN RAN 180 MILES IN 180 MINUTES.

Springfield, Ill., April 16.—The "Continental Limited" on the Wabash Railroad has made a new record from Tilton to Granite City, making 180 miles in 180 minutes.



NO. 14 NEW TRIPLE CYLINDER PLANER.

This was with five stops—three station stops, one to change engines and one to take on coal. The actual running time was two hours and thirty-eight minutes. The run from Danville to Decatur, 71.6 miles, was made in 70 minutes, including stops at Tolono and Bement.—St. Louis Republic, April 17, 1902.

IMPROVED TRIPLE CYLINDER PLANER.

The cut herewith shown represents a new planer just introduced on the market by the well-known makers of patented wood-working machinery, J. A. Fay & Egan Company of No. 414 to 434 West Front street, Cincinnati, Ohio. It was patented December 19, 1899, and February 6, 1900, and is called their new No. 14 triple cylinder surfacer. It is especially designed and built to meet the requirements of the Pacific coast and southern lumbermen, and also for large box factories, for which industries the makers claim it will do the work in a very fine and economical manner.

Among its most important points we invite special attention to the following:

It has a large capacity for either light or heavy surfacing, and will plane both sides up to 30 inches wide and 12 inches thick, on either hard or soft wood. The cylinders are slotted for carrying three knives.

The feed is six powerfully driven rolls, all having parallel lift to give full bearing across entire surface of the stock. The feed is powerful, steady and uniform, can be furnished with any speed desired, and is under instant control of the operator.

The two upper rolls before the cylinder are divided, each section being center geared and separately driven and weighted, while the lower rolls are driven by heavy expansion gearing. The lower cylinder and the receiving plate after same draw out for sharpening or resetting the knives.

The pressure bar after the upper cylinder acts as a bar over the lower cylinder, and is adjusted by means of small hand wheel at the side of the machine, thus avoiding separate adjustment. The bed is easily raised or lowered automatically or by hand, and has friction rolls at each end. The lower cylinder is arranged for regulating depth of cut.

Further particulars, cuts and terms will be willingly furnished by the manufac-

turers to those applying for same. Their colored poster, showing one hundred of their machines, is free.

Messrs. W. R. Brehmer and Louis Solzmann of Wausau, Wis., will erect a saw mill at Weston, a small town near by, which will have a capacity of 35,000 feet per day.

The Man About Town.

HOW IT HAPPENED.

BEING A BRIEF HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION FROM THE BEGINNING OF CREATION DOWN TO FRIDAY NIGHT, MAY 16, 1902 A. D.

CHAPTER I.

I have tried to think of something else, but cannot. I cannot get a chance. I will start and in will come someone and ask: "How's the St. Louis meeting coming on?" or, "Did you hear the changes the Michigan people want in the rules?" or "Did you hear about what So-and-So, down in Cincinnati, said of you?"

Then at night there are a lot of things in connection with the meeting to keep me awake. Then I am on the railroad committee and have to struggle with that matter.

So it is impossible for me to get my mind upon anything else, and I thought that if you had no serious objections I would write a history of the National association for this issue.

* * *

I have a mind of such formation that I find it difficult to steer it around over the country. It is set in its ways. When it gets started along a road there is no heading it off or stopping it until it gets to the end or runs out of steam.

When it gets a-going I can't do anything with it. You have, no doubt, in winding the clock, touched off the alarm accidentally and been vexed that you could do nothing to stop it, but just had to stand back and let her rip. That is how I feel about my mind. I can hear it grinding away about the National association and there is no way to stop it until after the St. Louis meeting. I am sorry for you, dear reader, but I can't help it.

Let us just sit back and let her grind

The history of the National Hardwood Lumber Association begins away back at the time of Adam and Eve. Eve really laid the foundation of this association. If she had let the apple alone she would have gone on living with Adam in the Garden of Eden, and, there being no need of houses or buildings of any kind, there would have been no lumber business.

I don't know what they sat upon or slept upon, although, come to that, I don't know that they ever sat or slept, but how they could call it heaven if it wasn't largely sleeping or sitting I don't see. Of course they could have slept on the ground, or sat on the ground, but that would not have answered in wet weather. How could anyone be perfectly happy, as were Adam and Eve, setting out doors without any clothes on, trying to look unconcerned and it a-pouring down rain.

There are a good many things about this Adam and Eve business that I don't understand. Before they ate the apple

they didn't live in any houses or wear any clothes or have any children. It doesn't seem to me they could have had such an awfully good time. And then there were just two of everything, a male and a female, although I cannot see the idea in that arrangement if there were to be no—but there! let it go. Let us hasten forward, as the novelists say. Let us follow Adam and Eve from the Garden of Eden until we strike the sinister trail of the lumber business and then trace it down through the ages until it reaches its grand culmination in the St. Louis meeting.

* * *

You see, when Eve was expelled from the Garden of Eden she realized for the first time that she had no clothes on, and she pinned fig leaves together to cover her, thus laying the foundation of the clothing and dry goods business. Then Adam, no doubt, noticed for the first time that he wasn't living in a house or anything that way. He then probably built himself some kind of a house, thereby laying the foundation of the lumber business, etc., and to insure the perpetuation of the various kinds of enterprises which they originated, Adam and Eve inaugurated the custom of raising children.

And so the lumber business was launched primarily by a woman. There is a woman at the bottom of almost everything, but it may surprise many of you to know that when you dig down to the cornerstone of the lumber business, that cornerstone is a woman.

You will understand, however, that at the very beginning the lumber business was not the lumber business especially. It was the beginning of the lumber business, but it was not the lumber business. Just as when a man leaving his door, goes up the street toward a defective place in the sidewalk, falls through and breaks his leg. You could not say when he stepped out of his door that he was in the leg-breaking business, and yet I contend that he had begun to break his leg as soon as he left the door.

The first house that Adam lived in was probably a cave, but did not prove satisfactory. I don't know whether you ever lived in a cave for any great length of time, but my advice to you is not to try it. The ventilation is nearly always bad and there is a tendency to accumulate a large number of fleas, so that I can imagine Adam and Eve becoming every day more disgusted with the cave, until they one day devised a cheap kind of a house of some kind and moved into it, although I cannot believe they had much to move, and would not have moved it if they had, because of the fact that it would have tended to contaminate the new house. Adam probably had a few war clubs of assorted sizes, which might have been dis-

infected and moved. Eve may have had a few rude utensils such as a stone hammer for pounding beefsteak, etc., but no doubt Adam could carry the whole outfit under one arm.

But let us hasten on or we will not be able to get the history of the National Hardwood Lumber Association in the space at our disposal.

CHAPTER II.

After considering the matter and seeing how slowly I am progressing I have concluded not to attempt to condense a history of the National Hardwood Association into the compass of a newspaper article. Instead I will write a brief sketch of the origin of inspection rules.

* * *

After the events narrated in the foregoing you must imagine that a considerable stretch of time has passed. It is useless for us to attempt to follow the growth of the lumber business day by day, for we have not the time nor space.

We will pass lightly over the centuries, scarcely touching even the high places, until we come down to the time of Noah and the building of the ark.

The building of the ark was the second epoch-marking event in the grand march of the human race onward and upward toward the National Hardwood Lumber Association. It stands out, bold and clear, as an evidence of what great strides had been made in the art of carpentry, and in the sawing, hewing and manipulating of lumber.

The closest and most painstaking study of the methods employed at that time, fails, however, to disclose any trace of inspection rules. If there were any inspection rules extant at that time history has left no trace of them.

When we consider, however, that the only way to publish a set of rules in those days was to carve them on stone, and that it would have taken a hundred yoke of oxen at least to move them around over the country, it is not surprising that none were published.

I read, though, not long since, of a number of French scientists who, in digging among ancient ruins in Asia, came upon some curious writing carved upon stone. Some of the characters used are such as are used in other ancient inscriptions, but the most eminent authorities on such matters are utterly unable to make head or tail of this particular writing. They claim to be able to read it, but say that when read it doesn't mean anything, which has led a good many lumbermen to believe it may be an ancient set of hardwood lumber inspection rules. This is merely guess work, however. It could be claimed, with equal probability, that it was an article on the free silver question.

No, it cannot be asserted with any degree of certainty that there was such a

thing as a printed set of inspection rules in the time of Noah. He probably had a crude set of his own, which he carried in his head. Had he so desired, I see how he could have worked this matter to his great advantage. There being no printed set of rules he could have varied his rules to suit the occasion. For instance, if a saw mill man delivered him a lot of timbers with the hearts well boxed, he could have claimed that "heart," even when boxed, was a serious defect, reducing below the grade of common, and so on.

There were other opportunities presented to Noah out of which a shrewd, modern consumer would make a great fortune. For instance, he knew that everybody was to be drowned in a certain time and he could have given paper for everything he bought, knowing full well that the paper would never need be met.

* * *

It is believed that during the time that Solomon was building the Temple the practice of inspecting lumber at the shipping point first came into vogue, although there is still no trace of printed inspection rules.

In those days the cedar and other fine woods used in the construction of the Temple were transported from the forests, on the mountains of Lebanon, on the backs of the plain people, and there is no doubt but that after a man had lugged a stick of timber on his back for a distance of 50 miles or so, only to have it rejected, he became very angry, and if he had any influence, had Solomon written up in the lumber papers as a robber, thus creating a public sentiment which finally compelled Solomon to send his inspectors to the shipping point to receive the stock.

* * *

So you may trace sacred history from its beginning to its end and you find no mention of inspection rules. In profane history we have the civilization of ancient Egypt, where nearly everything was built out of brick, and that of ancient Greece, where nearly everything was built of marble. In ancient Rome wood was used to some extent, but the Romans didn't fool about making inspection rules. When they wanted to steal lumber they stole it in the old-fashioned way.

* * *

It seems only in the modern civilization, where the gentle art of skinning your neighbor has been reduced to an art, through refined and dignified science, that a set of inspection rules for the measurement and grading of hardwood lumber has been compiled and printed.

Previous to the general acceptance of inspection rules, lumber was simply lumber and worth about so much. With only one grade there was little chance for manipulation and the lumbermen of those days sighed, and panted for better things.

In all lots of lumber, however, there was some lumber not so good as the balance, and it seems probable that the practice of grading lumber originated in the

endeavor of the buyers of those days to buy a lot of lumber to be measured, and then persuade the seller to keep the poorest of the lumber. Another buyer would then come along and get the rejects at a very low price.

This was all right in a way, but the trouble was that while the poor lumber was bought at a very low price it was, in fact, very poor lumber. It was evident that if any man could devise a plan whereby the good lumber could be classed as rejects and bought at a reject price a fortune awaited him. So with that fortune as an incentive, some man finally conceived the idea of getting out a set of inspection rules.

And taking some of his brother lumbermen in with him he finally achieved his hellish purpose.

And the scheme worked.

* * *

You see, the lumberman would take his little set of inspection rules in his hand and start through the country explaining them to the country people, who made the lumber in those days, and the country men would ship their product to the city to be graded on those rules. That was his opportunity and the fortune was soon made.

It lasted a good while, because, as one said: "A sucker is born every minute," but finally everybody got to working it, and working it so hard, and there was so much confusion resulting that the lumberman saw that the old system was doomed and concluded to abandon it.

And the result is the National Hardwood Lumber Association.

* * *

Inspection rules we will still have, for there is much good in inspection rules, properly used. It is in their abuse that the evil lies.

* * *

Law and order is a good thing, but what would it profit a nation to establish a legislative body to enact a lot of laws and fail to provide a judiciary to interpret them, or an executive to apply them? Very little, and it wouldn't matter a straw how good, nor how just, the laws might be.

The National association had not long been established before it became very apparent that no matter how equitable and fair the rules of inspection might be, if there was no way provided for their interpretation and application they would be utterly useless.

* * *

In the National Hardwood Lumber Association the legislative powers are vested in the full body of the membership. Rules and regulations are made in the mass convention, but the interpretation and application of those enactments are in the hands of the inspection bureau committee, which is both the judiciary and executive.

Inspection rules are not an end—only a means of an end. An absolutely perfect set of inspection rules will accomplish nothing without the inspection bureau to

give them force and discretion, protection and guidance.

"I don't care who makes the inspection rules," said a lumberman, "if they will let me apply them."

All this work which has been put upon the making of inspection rules will be absolutely wasted if the inspection bureau be not strongly supported. The making of the rules was an important matter, but it is to be hoped we are through with it, and that all the members of the association shall settle down to an acceptance of them.

* * *

And that is how my mind runs on, night and day, night and day arguing out this and reasoning out that. But, thank goodness, when this reaches you the St. Louis meeting will be over and I will be at rest.

You will have observed that there is not much coherency in this article. I started in to write a history of the National Hardwood Lumber Association, switched to an explanation of the origin of inspection rules, and wound up with a stump speech about the inspection bureau.

If this strain continues I fear my mind will give way.

LOCAL GOSSIP.

Mr. A. J. Howard has removed his office from 1104 Fort Dearborn building to suite 804 in the same building.

* * *

Mr. R. A. Wells reports business good, but orders not as plentiful as they were. The conditions, he says, are more natural than they were earlier in the year, which is to the benefit of the lumberman. The R. A. Wells Lumber Company shipped a valuable car of cherry recently approximating \$1,400 in value.

* * *

The Keith Lumber Company refer to trade as in excellent condition. Mr. Riel confirms the general report of a less feverish demand, but states that shipments are just as heavy as at any time during the year, being made on old orders.

* * *

Mr. Otto Meyer, representing the Bona-sack Lumber Company of St. Louis, was in Chicago a short time Tuesday of this week and paid the Record office a welcome call.

* * *

J. R. Newport, southern buyer for the South Side Lumber Company of this city, was home on a brief furlough this week. Mr. Newport said he had been away so long that his wife did not recognize him until after he commenced to talk.

* * *

The Chicot Lumber Company of Chicago and Blissville, Ark., has increased its capital stock from \$300,000 to \$500,000.

* * *

F. C. Bissell of Wausau, Wis., will establish a wholesale lumber firm at La Crosse, Wis., under the name of the F. C. Bissell Lumber Company.



MARKET REPORTS

GOTHAM GLEANINGS.

New York, May 13, 1902.

It's an ill wind to one kind of lumber that blows no good to another. Just at the present time the high prices demanded for white pine are benefiting hardwoods. Local manufacturers are utilizing basswood, cottonwood and poplar for bevel siding, a practice even more in evidence in the New England states than here, according to current report.

Firmness is still a prominent feature of the hardwood market generally. No one doubts that poplar will continue to be scarce all season, especially firsts and seconds. For these \$41 to \$42 is the ruling figure. Lower grades are in supply ample enough to meet all demands, with common at \$30 to \$32, and culls at \$20 to \$24. If the utilization of the lower grades of hardwoods for white pine continues, there is little doubt that figures will go up.

A good demand is noted for quartered oak, with \$63 to \$65 quoted for southern stock, 7 to 8 inch average, and Indiana stock bringing \$2 to \$3 more. Red oak, green stock, is quoted at \$40 to \$42 for firsts and seconds, and plain white oak, for which there is a good call, can be had at \$12 to \$14.

Ash is not in big supply at the mills, and there is an increasing demand, with prices ruling from \$42 to \$43. For manufacturing purposes basswood, which is in limited supply, is in excellent demand at \$30 to \$31 for firsts and seconds, all lengths, 1 inches and up.

A fair supply and increased demand, especially among manufacturers who are substituting them for higher priced materials, is noted for maple, beech and birch. There are no dry stocks of chestnut, firsts and seconds, and the new cut will not be in shipping condition for four months. Firsts and seconds rule at \$40 to \$42.

Some 200 mill workers, employed in the wood molding and trimming mills of Jersey City and Hoboken, went out on strike on the 1st inst. for an increase of wages to \$2.50 per day. They are opposed by the Hudson County Mill Owners' Association, which consists of over a dozen of the big concerns, and they are actively at work procuring the co-operation of similar concerns in the fight.

The N. W. L. D. A. has published its report of the annual convention at Chicago. As usual, the compilation is complete, attractive, well bound and handsomely illustrated.

Recent visitors to the city were: J. N. Scatcherd, of Scatcherd & Son, Buffalo;

H. E. Smith, of Bartlett & Co., Binghamton, N. Y.; W. H. Mace, of the American Lumber Manufacturing Company, Pittsburgh; E. F. Hanson, of E. P. Burton & Co., Philadelphia; C. H. Shuttleworth, of Sawyer & Shuttleworth, Buffalo; Lewis Dill, of L. Dill & Co., Baltimore; George Barker, of the Wood-Barker Company, Boston; Peadennis White, North Tonawanda, N. Y.; Morris Tremaine, Buffalo; Julius Dietz, of the Buffalo Maple Flooring Company, Buffalo, and R. H. Jenks, of the R. H. Jenks Lumber Company, Cleveland.

The report of Seaman Miller, referee in bankruptcy, in the matter of James H. Havens, builder, who did business also as J. H. Havens & Son, lumber dealers, at Fifty-sixth street and Eleventh avenue, has been confirmed by Judge Adams of the United States District Court, and the composition offered to the creditors will now go through; \$20,204 cash will be distributed to the creditors.

Biershank & Co., stair builders; R. Grau & Co., sash, door and blind makers, and Dorr & Walker, box makers, were sufferers by a fire which destroyed a row of buildings extending from No. 223 to 233 Norman avenue, Greenpoint, on May 2. The damage was placed at \$50,000.

Major H. P. Smart, former president and owner of the Vale Royal Manufacturing Company, Savannah, Ga., recently sold to the Hilton-Dodge Lumber Company of this city, starts out on a trip around the world with his family in a few weeks. The tour will take a year and a half, and will be by way of San Francisco, the Hawaiian Islands, Japan, etc.

A number of hardwood lumber dealers, whose yards are located on the East Side, are prominent in the recently incorporated Dry Dock Board of Trade of the Eleventh Ward of New York City, with offices at No. 814 Fifth street, which has for its object the preservation of public dock room on the east side for commercial purposes. The members of the association claim that the only good pier on the East Side is at the foot of Fifth street, and that a large corporation is anxious to secure its exclusive use. A delegation of lumber merchants visited the mayor and succeeded in inducing him to refuse a lease to the company in question. After having gained this point they organized.

On last Wednesday at the rooms of the New York Lumber Trade Association, No. 18 Broadway, there was another general meeting of the secretaries of the Eastern Lumber Trade associations. Everett J. Lake, of the Connecticut association, pre-

sided, and Lous A. Mansfield of that body acted as secretary. A resolution was passed calling upon the N. W. L. D. A. to take a definite stand against carpenters and builders, whether they own or operate lumber yards or not, if not universally, at least in that territory covered by the associations represented—those of New Jersey, New York, Connecticut, Massachusetts, Rhode Island and Philadelphia. After voting to organize an association of retail lumber secretaries of the East and to hold the next meeting at New Haven, the meeting adjourned.

H. M. Susswein & Co., hardwoods, removed on May 1 from 1 Madison avenue to One Hundred and Fifth street and the East River.

The American Wood Fireproofing Company, formerly of 11 Broadway, is now located at 156 Fifth avenue, corner of Twentieth street.

Thomas Wilson, Jr., and W. H. De Gluec, exporters, have removed from 26 Moore street—the former to offices in the Produce Exchange Annex, and the latter to 18 Broadway.

Marsh & McClellan, 26 Broadway, have moved to the Maritime building, opposite the new Custom House, now in course of erection.

The creditors of Lawrence Bros., Inc., Yonkers, N. Y., met on Saturday last, and it is probable that the firm's offer of settlement in notes of 3, 6, 9 and 12 months' duration, with interest, will be accepted.

Miss Delia Lewis Newton, daughter of Albro J. Newton, the popular Brooklyn retail lumber dealer, will be married to Eugene S. Graves on June 4, in that borough.

Lumber conflagrations have been numerous of late. On the 4th inst. the building at 223 to 233 Norman avenue, Brooklyn, was gutted, with a damage of \$50,000, the sufferers being Bierschenk & Co., stair builders; R. Grau and W. H. Post, sash, door and blind manufacturers, and Dorr & Walker, box manufacturers. Yesterday there were two blazes nearer home. The big wooden packing box factory of John Ryan & Son, 137 and 139 King street, was completely destroyed, and I. N. Burdick's lumber yard adjoining damaged. Total loss, \$10,000. The Dunbar Lumber Company, Eleventh avenue and Twenty-ninth street, was also damaged by fire to the extent of about \$9,000 yesterday.

The saw mill owned and operated by Samuel Long near Nashville, Ind., was destroyed by fire, as was also a quantity of lumber. The loss is estimated at \$6,000.

BUFFALO BITS.

Buffalo, N. Y., May 13, 1902.

In my last letter I made the remark that if the business situation was not disturbed by labor strikes to any great extent, the probabilities were that our good times would remain with us for some time. Since then, one strike alone, that of the anthracite coal men, has caused 150,000 men to go out, and the probabilities are that these men may be out on strike for some time to come.

With the cost of living as high as it is—it is as much as the laboring man with a family can do to provide for them decently by keeping at work every day. How do these strikers with families expect to get along? Their allowance from their union will not amount to one-third, certainly not to one-half, of what their salary would be. As a rule, striking for higher pay is poor policy, as even when the striker apparently gains his fight it is dearly bought and leaves a sting behind, which is apt to hurt the striker in the long run. I suppose some strikes are really necessary, although I am inclined to doubt it, and think it would be much better for the community at large if there never was a strike. There are several strikes on now, minor ones, at different places—carpenters, builders, plumbers, etc., and their effect is felt in business quite noticeably. It is strange that, in seasons of prosperity, the greatest danger to the ones most interested—the mechanics—comes from themselves. They are apt to lose their heads and ask for things that they would otherwise never think of, simply because there seems a possibility of their getting what they ask for. Outside of strikes business in all lines is in a prosperous condition. Prices are high and orders are plenty in the hardwood lumber business in almost all lines, and the only one who gets left is the unfortunate who has not the stock. Of course, anyone buying now has to pay high prices, as the millman is wise to the situation. The one who had his lumber or his logs contracted for last year at old prices is the one who is making the money. The lumbermen of Buffalo all seem to be wearing a pretty broad smile just now, and all seem to be feeling pretty good over the situation.

There will be a fair-sized delegation at the St. Louis convention on the 16th. There is unusual interest shown in the coming meeting, and it promises to be very largely attended by members of the association from all over the country. There will be a more than interesting discussion on grading and inspecting rules, and there will probably be a revision of the rules—something that has been asked for by many for some time past.

There is no such thing as market prices, either in buying or selling, at the present time. Everyone having stock make their own prices. If price suits the prospective buyer, well and good, he can take it or leave it, as suits him. That is about the

condition of the market as regards prices.

Words of praise and admiration are heard on all sides about the enlarged edition and new cover in which the Record has appeared.

Mr. W. A. McLean of New Albany, Ind., is in town visiting his brothers, Messrs. Hugh Angus and Robert McLean. Mr. McLean expresses the opinion that now the Boer war may be said to be at an end export business will pick up, and that there will be a general improvement all round.

ST. LOUIS SITUATION.

St. Louis, May 15, 1902.

The convention of the National Hardwood Lumber Association, which is assembled in this city to-day, is the leading item of importance around town this week and every hardwood lumberman in the city is giving up his whole time to it. It is a wonderfully successful affair, so far as attendance is concerned, and the program of the work ahead of it means that something will be accomplished. At any rate, business is being given up to it this week, and it may be as well, for there is such a small amount of dry lumber in this city that there is no necessity for any strenuous work in the disposing of it. There is not a great number of traveling salesmen on the road at the present time, as the local people claim that they are able to dispose of more stock than they are able to furnish by mail. It has been evident for some time that a number of the consumers in the northern country are of the opinion that all this talk about high prices and shortage at sources of supply is mere wind. They have refused to buy until their stocks are down, on a rather low basis, and are just beginning to realize that they have missed something. Each day seems to bring an increased number of them into the market and there is evidence that all of them will be willing to buy in the very near future. This same condition is reported by all other markets, but the evidences of a coming change are also apparent in other sections.

The question of supply is still the paramount problem of the present situation and it is one which is even more serious than at last report. All of the local people report that they are securing some lumber, but they also say that their shipments exceed their receipts and that this has been the case for some time. Some have doubled the number of their men in the saw mill country in the effort to secure a greater amount of lumber, but the shortage is still growing more apparent in the local yards and it is only an occasional mill operator who reports that he has any lumber whatever on hand. Buyers are so thick in the southern country that they seem to be standing around waiting for the lumber to be cut. Such a thing as finding dry lumber at the mills is almost unheard of and buying is so decidedly aggressive that even the green is absorbed. The river receipts of this market are smaller thus far this

month than for several years during May. The Tennessee River, which usually ships out heavy amounts during the spring, has been doing very little and the receipts from the lower Mississippi, except for an occasional barge of cottonwood, gum or cypress, are practically nothing. And still it is reported that the mills are quite busy and are turning out a greater amount of lumber than during last month. The whole situation is so queer that it is very hard to understand and the majority of the local people admit that they do not understand anything about it except that they are able to sell much more lumber than they are able to secure.

The local factory consumption is quite heavy at the present time and the factory stocks are much below the normal. This is true of all woods and the indications are that there will be no change in the near future. Cypress has been called for in all World's Fair mill work and this is giving a local demand for this wood which is almost unprecedented.

As is stated above, cypress is having such a demand as has seldom been exceeded. The mills report a shortage of stock which is apparent from the delays in filling back orders, and this condition makes it so easy to maintain the higher basis of values recently decided upon. Poplar is also particularly strong and the fact that the poplar manufacturers are perfecting their organization is having the effect of placing it in a stronger position.

Oak is still gaining in strength and the demand for dry quartered white is such that the local supply is nil. Local quotations for it are now \$50, which is a higher price than has been obtained within almost three years. Common is easily bringing \$30 and is gaining. Plain white in heavy thicknesses is selling for \$32 to \$34, and 1-inch plain red and white is quoted at \$29. Quartered red has been improving somewhat of late, but is easily the dull item among the oaks. It is being sold at prices in the neighborhood of \$38 and \$26, but it takes good stock, which is wide and does not run too much to common to bring these figures. The demand for dimension oak in all sizes, especially car oak, is wonderfully strong and is improving.

Cottonwood and gum are holding to a steady gait and there is a ready demand for more stock than is arriving. Ash and hickory are also on a firm basis, but seem to be hard to secure at first hands. Maple and sycamore are rather slow sale, as they are not handled on this market very extensively, but there is a call for 1½-inch elm from the chair manufacturers.

W. D. Reeves of Helena, Ark., is in the city to-day and reports that he has an excellent stock of oak at his mill. He says this is rather a peculiar statement to make in view of the fact that nearly all hardwood stocks are very small, but he has been very conservative in his sales.

W. A. Bonsack, of the Bonsack Lumber Company, states that country trade is won-

derfully strong at the present time and that all indications point to improvement in the near future. He, along with the others in this market, is paying the greatest attention to the buying end of the line.

E. H. Hill, of the Hallett Lumber Company, says his Arkansas mill is turning out a fine quality of oak and is making a go of it. It has passed the experimental stage and is settling down to work.

CINCINNATI CONDITIONS.

Cincinnati, O., May 13, 1902.

The local lumber dealers say that business is good and that orders have come in with increased activity during the past two weeks. This spurt seems to have affected some hardwoods more than others.

Cottonwood was without doubt the most favored of the hardwoods during the past few weeks and some enormously large sales have been consummated. Dry stocks have suffered some serious inroads lately and the market will soon have a difficult proposition to face in the matter of securing dry lumber. Firsts and seconds have been selling with great freedom, but the box common grade is meeting with the greatest demand. Mill culls are also advancing in price.

The demand for poplar is very heavy but very few sales are being effected, as the advance in prices has put this lumber out of the reach of the trade and other woods are being commonly substituted. As a result some of the large mills will accumulate quite a lot of good lumber, which in itself is not a bad thing, as dry stocks in poplar have been scarce for some time.

Oak is meeting with steady and consistent sale and there is practically nothing to report about this wood. The demand has never been stronger, and taking this into consideration prices are not too high. Dry stocks in this wood, as in all others, are very scarce. Quartered red oak is improving.

It was predicted not so very long ago that gum lumber would soon be in heavy demand. It seems as if the time is already here, and large orders are being daily entered for this wood. Just at present red gum in the common grade has the call, although firsts and seconds red is also meeting with ready sale. Mill cull gum also shares in the general activity. It is being extensively used for crating purposes. Sap common gum has taken a little rest and clear sap gum seems to be keeping it company.

Ash lumber, especially in thicker stock, is being sought after. Such stock also shows a slight improvement.

Among the other hardwoods sycamore seems to be enjoying the best call.

On Monday evening, May 12, the monthly meeting and banquet of the Cincinnati Lumbermen's Club was held at the Hotel Adams. It was also the occasion of the annual election of officers, and most of the members were in attendance. After

reading of the various reports, the election was held and resulted as follows:

President, F. M. Possell, of Gage & Possell.

First vice-president, L. G. Banning.

Second vice-president, B. A. Kipp, of B. A. Kipp & Co.

Secretary, E. A. Swain, of Bennett & Witte.

Treasurer, C. F. Korn, of Farrin, Korn Lumber Company.

The following members of the club were present: T. B. Stone, F. M. Possell, C. W. Tomlinson, H. P. Wiborg, E. A. Swain, B. A. Kipp, B. Bramlage, L. G. Banning, E. P. Ransom, W. T. Hanna, C. W. Blair, E. J. Thoman, L. E. Casselbery, Myron Banning, C. L. Barr, J. H. Eckman, D. H. Reese, John Willy, J. B. Cochran, James Buckley, J. A. Porter, A. E. Hart, J. W. Darling, J. T. McRoberts, C. E. Morris, C. F. Korn, W. S. Sterrett.

Stone & Veith of Newport, Ky., who conduct a lumber and planing mill business, had a receiver appointed to adjust difference between the partners.

Robt. J. Kidman of London, England, representing Churchill & Sims, wood brokers, spent a few days in Cincinnati in the interest of his firm's lumber business and succeeded in placing several orders before he left.

Another visitor from across the pond was Vernon Travers, of Vernon Travers & Co. of Liverpool, England. He also managed to get pretty well acquainted with the local lumbermen before he left.

NASHVILLE NEWS.

Nashville, Tenn., May 12, 1902.

Trade is brisk at this market. Stocks are being rapidly diminished. Poplar is the best wood in price. The oaks hold their firm position in price and are scarce all down the line.

A. L. Hayes Lumber & Stave Company have begun work on their \$10,000 plant, that will be built on the site of the Benedict Bros.' old yard on the east side of the Cumberland.

All the Nashville firms will likely be represented at the St. Louis hardwood meeting. A resolution will be presented there indorsing the inspection rules of C. L. McConnell, manager of the lumber department of the Prewett-Spurr Manufacturing Company. These are the rules that were adopted at the recent yellow poplar meeting in Kentucky.

An amendment was granted the J. M. Buck Lumber Company of Washington County, Tennessee, increasing the capital stock to \$40,000.

The East Fork Lumber Company of Fentress County has been granted a charter. Capital stock, \$10,000. The incorporators are N. Dodge, L. C. Albaud, Arthur Grant, Burno Grant and Max Golditz.

By transactions just closed at Salisbury, Md., a two-thirds interest of the Jackson Lumber Company of Lockhart, Ala., has been sold to Edward S. Crossett and J. W.

Watzek of Davenport, Ia. The price paid was on the basis of a million and a half dollars for the entire stock of the company. A new company will be formed to operate the tract, which comprises 144,000 acres of timberland in Covington County, Alabama.

The planing mill of the Central Manufacturing Company of Chattanooga burned Saturday night last, entailing a loss of \$55,000. Insurance, \$30,000.

J. M. Ewing, lately of Ohio, has erected a new saw mill near Tennessee City, Tenn.

The National Casket Company of Nashville is about to begin the erection of a handsome new factory here.

MEMPHIS MATTER.

Memphis, Tenn., May 13, 1902.

The business in hardwoods is very steady at firm prices. Cypress is getting more active as the full summer season approaches. Cottonwood in the boxboard grades is very firm. Poplar is one of the best woods in price. Quartered and plain oak are as scarce as anything else. Ash in the thicker grades shows something of activity.

Memphis will be well represented at the St. Louis hardwood meeting. Of course, all the Memphis crowd will go loaded with suggestions from the greatest market on earth.

W. W. Whieldon, of the National Hardwood Association, is now on a southern trip establishing inspectors for the association. The inspectors for Memphis are: R. J. Ryan, R. W. Rickettes and E. C. Rogers.

The twenty-acre tract of the Bodley Wagon Works, coming here from Virginia, in the southern part of the city, is being transformed into a scene of greatest activity now.

Another new concern about to be located here is a manufactory of refrigerators, to cost \$150,000. Wm. Katzenberger and eastern capitalists are interested in the enterprise. It will be the only establishment of the kind in the South. Hardwoods will be used in the manufactures.

James M. White, a lumberman of Ozark, Ark., was here this week, bringing over a large shipment of stock.

J. G. Leavitt, manager of the Arkansas Lumber Company of Warren, Ark., was here a day or two since en route home from a business trip to Chicago.

It is stated that a large furniture factory is about to be located at Union City, in the western section of this state, by Copeland & Burgin of Rochester, N. Y. The concern is capitalized at \$100,000.

The Lake City Lumber & Shingle Company will rebuild the plant they recently lost by fire at Lake City, Ark.

Broughton & Co. will bring to Memphis their mill they have recently been operating at Baldrige, Miss. The same firm have started a new mill at Henry, Tenn.

George A. Ady, proprietor of twelve lumber mills in the White River district of

Arkansas, with headquarters at Cedar, Ark., was a visitor among Memphis lumbermen this week.

'CONTINENTAL'S' NEW RECORD.

The Wabash "Continental Limited" made a new record Thursday night between Decatur and St. Louis, cutting two minutes off the best previous record.

Engineer Braddock, with No. 607, a new high-speed engine, made the 105 miles from Decatur to Granite City in 101 minutes. A five-minute stop was made at Litchfield, making the actual running time ninety-six minutes, an average of 65.4 miles for the whole distance. Best previous time was ninety-eight minutes.

From Staunton to Carpenter, 10.2 miles, the time was seven minutes, or at the rate of 87.42 miles an hour.

The forty-seven miles from Boody to Honey Bend were made in forty minutes—70.5 miles an hour.

The train departed from Decatur an hour and forty minutes late, and had, besides the regular equipment, President Ramsey's private car. Wabash officials say that the new engines will make a hundred miles an hour before the summer is over.—St. Louis Republic, April 11, 1902.

NEWS SUMMARY.

The Record is in receipt of the monthly stock list of Wickes Bros., machinery manufacturers, and dealers in second-hand machinery. Saginaw, Mich. It shows the various items in stock at New York, Pittsburgh and Saginaw, and includes all kinds of saw mill and wood-working machinery.

The J. P. Walter Lumber Company of Crawfordsville, Ind., report the shipment of a car containing 18,100 feet of 1¼-inch firsts and seconds quartered white oak from their yards at Orleans, Ind. This is a record-smasher.

The Knoxville Furniture Company's lumber mills at Clinton, Tenn., are being enlarged and a large amount of new machinery is being installed. When finished it will be one of the most thoroughly equipped plants in East Tennessee.

S. C. Payne, whose mill was recently burned at New Decatur, Ala., will rebuild.

The strike of the employes of A. B. Nickey & Sons at their hardwood mills at Princeton, Ind., which was inaugurated some weeks ago, has been brought to a close, the firm having signed the scale of the American Federation of Labor.

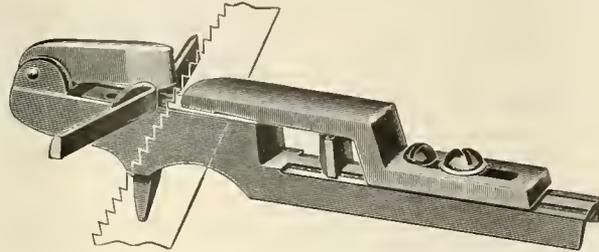
The Record is in receipt of a very interesting pamphlet, "The Forest and Its Uses," by John M. Woods, head of the house of John M. Woods & Co., an old-established lumber firm of Boston, Mass. It is in line with the forest preservation idea, and coming from a practical lumberman is good, sound reading for lumbermen, and worth more to the cause of

forestry and forest preservation than a whole wagon load of printed matter that has come under our notice within the last year.

The Dickson Lumber Company of Asheville, N. C., has closed a deal for a large tract of poplar and hardwood timberlands near Bayou Chicot, La., and will commence the erection of a large saw mill on the property.

Vice-Gerent C. D. Rourke will hold a concatenation at Cairo, Ill., May 22. Mr. P. T. Langan of Cairo has been appointed custodian for this occasion, and is looking after the preliminary work. The prospects are that a large class will be initiated. Lumbermen and traveling men eligible to membership are invited to be present.

The Benedict-Love Company, which succeeded the Benedict Company, as announced in these columns recently, will have their new mill completed and in operation by July 1. They have moved



their office from Nashville, Tenn., to Calhoun, S. C., where their mill and timberlands are located.

The Davidson-Benedict Company of Nashville, Tenn., have a fine large brick furniture factory in connection with their other business, which has been in operation since the first of March. It is valuable to their lumber business in that it uses up a very large portion of their low-grade stock to good advantage.

T. J. Youmans has sold out his lumber business at Chattanooga, Tenn., and will engage in the yellow pine business at Arlington, Ga., under the firm name of the Arlington Lumber Company.

McArthur & Grafton Company, owning and operating saw mills in Bucyrus, Sycamore, Robinson and Upper Sandusky, O., have gone into the hands of a receiver account of internal dissensions. The mills will be sold.

The large planing and saw mills of the Roy & Jackson Company at Nicholasville, Ky., were entirely destroyed recently. The loss is estimated at \$30,000, and insurance given at \$11,000.

On April 21 a fire completely destroyed the Gem City saw mill at Quincy, Ill.

E. H. Hill, of the Hallett Lumber Company, reports that he is having an excel-

lent trade in oak car and other dimension material. He is also fully satisfied with the demand for other hardwood commodities, and says his general business is very heavy.

B. W. Edwards, manufacturer of the Edwards log turner, Laceyville, Pa., reports business flourishing. Recent sales and shipments were made to the following parties:

H. N. Fischer, Webbville, Ky.
H. G. Bradley, Abingdon, Va.
Isaac Paul, Kantner, Pa.
Teter & Scott, Monroe, W. Va.
D. H. Ramey, Granville, O.
C. L. Zinn, Philippi, W. Va.
I. J. Warden, Silver Lake, Tenn.

A NEW BAND SAW SET.

We illustrate herewith the new Criterion Band Saw Set, which is manufactured only by E. C. Atkins & Co. The illustration shows the method of using the set, which is a very simple one. It is made of the best refined malleable iron

and the die and anvil are drop forged from the finest tool steel and properly hardened. It is admirably adapted for setting narrow band saws, carpenters' rip saws and any saw having teeth of similar shape. It is fully warranted in keeping with the methods of this house, and at the price of 75 cents no one who uses such described saws can afford to be without it.

OLD TIME LUMBERMAN GONE.

The death of George H. Burr, which occurred recently at his home in Knoxville, Tenn., removed an old-time lumberman and a respected citizen from that fine old town. Colonel Burr was 73 years old, born in Connecticut, and was a direct descendant of Aaron Burr. About thirty years ago he established a lumber manufacturing business at Knoxville. Associated with him were the late David Richardson and Col. Adrian Terry. When the land boom struck Knoxville 15 years ago the firm disposed of its holdings and retired from business.

L. D. Benedict & Co. is the name of a new hardwood lumber concern. They are located in the Association building, Chicago.

The Steffey Lumber Company is a corporation recently formed, with capital stock of \$15,000. The company succeeds to the business of T. P. Steffey, whose mill and plant is located at Rayville, La.

WISCONSIN HARDWOODS

LOG RUN OR ON GRADE.

"SHAKELESS" HEMLOCK,

THE BEST IN THE LAND.

GOOD GRADES, PROMPT SHIPMENTS.

MIXED CARS

PINE, BASSWOOD, BIRCH, MAPLE,
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SPOT I want a large
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quartered oak.

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write AMERICAN LUMBER
& MFG. CO., Pittsburg, Pa.*

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HARDWOOD LUMBER

CAIRO, ILLINOIS.

OAK, ASH, POPLAR, COTTONWOOD

Watch this Space for Our
Special Wants Every Issue

We Now Want to Buy

For Immediate Delivery:

Two cars 1-in. 1st and 2nd Qtd. White Oak.
30 M ft. 2-in. 1st and 2nd Plain White Oak.
50 M ft. 2-in. 1st and 2nd White Ash.
3 cars 1-in. Cull Walnut.
2 cars 2-in. Common and Cull Walnut.
100 M ft. 1-in. 1st and 2nd Plain Red Oak.

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1201 Monadnock Bldg. CHICAGO.

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Proprietor.

FOR SALE—SECOND-HAND WOOD WORKING MACHINERY.

The following machines are offered at special terms, thoroughly tested and tried here before shipping. Others will be found in our new complete list, which we will be pleased to send, and also quote lowest prices:

147 One London, Berry & Orton Vertical Cutting-Off Saw, for timbers, table 36x15½ in. and swivels to an angle of 30 degrees, can use saw 24 in. in diameter, will cut off 15 in. wide by 5½ in. thick, arbor adjusts vertically and automatic adjustment to saw arbor, one saw and c. s.

210 One L. Power & Co. Mitre Saw, designed to accomplish perfect and accurate work in every variety of mitre cutting and especially for gilt and enameled moldings, will cut from the smallest moldings up to 8 in. square, saw 20 in. in diameter and has vertical adjustment by screw and hand wheel, sliding table on rollers, with c. s.

699 One London, Berry & Orton Carriage Cut-Off Saw and countershaft.

915 One J. A. Fay & Co. Special Roller Carriage Cut-Off Saw, to cut off 5 feet square, wood sliding table 10 feet long, complete with saw blade and countershaft. Machine well adapted to box work.

One J. A. Fay & Co. Extra Large Duplex Patent Planing, Matching and Beading Machine, with two short upper cylinders to plane two sides up to 7 in. thick and match up to 8 in. wide on two pieces of flooring of unequal thickness simultaneously, feed rolls 7 in. diameter, four side slotted steel cylinders with 2¼-in. journals, matcher spindles 1½-in. diameter, complete with knives, matcher heads and bits.

1122 One Teal, Double Surfaer and Matcher with beading attachment. Planes 24x4 inch. Upper cylinder double belted, lower cylinder single belted. Countershaft on machine. Has no feed rolls after lower cylinder. Machine has six rolls 4¾ inch diameter.

708 One Doncaster 8-in. Molding Machine, to work three sides, with one two-sided 8-in. solid upper head, fitted with straight knives, and with pair of two wing molding heads for side spindles.

921 One J. A. Fay & Co. No. 2 Three-sided 6-in. Molder, outside bearing to main head, two driven rolls, complete with set of straight knives on each head and countershaft on the machine.

1121 One Fay D Universal Woodworker and 8-inch Molder, complete.

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25,000 FEET 1st and 2nd-
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50,000 FEET Shipping Cull Plain Red
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AND LOGS.**

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
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A CHANCE TO MAKE YOUR MONEY WORK FOR YOU.

Would any reader of the HARDWOOD RECORD want to back an incorporated company for \$7,000? First mortgage security given on 1,500 acres of land, lying for four miles on both sides of Southern Railroad at Saxe, Va., a 35-barrel flour and 250-bushel corn mill, both water and steam power, a 25 horse-power steam saw mill, a 10,000 a day brick and tile mill, a new \$3,000 dwelling, four other dwellings and a store room; title perfect. A 500-acre tract just sold state for experiment farm. New depot being erected, 1,600 feet siding. Parties want \$5,000 advanced now, balance as spent in improving. Will pay 6 per cent interest, semi-annual payments. For further particulars address

J. V. S., care HARDWOOD RECORD.

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QUARTER-SAWED INDIANA WHITE OAK A SPECIALTY.

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HARDWOODS

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As filer in double band mill or as filer and foreman in single mill. First-class references. Address 3-8-tf. C. M. T., care Hardwood Record.

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 Will take this stock green or dry.
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20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
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5 cars 2-inch sap poplar; 5 cars 2-inch common poplar.
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Quartered and plain White and Red Oak, Ash, Hickory and Walnut.
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5 cars 1 inch.	} 1st and 2nds. and Common.
10 " 1 1/4 "	
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If you have not all, quote on part of the above stock. Your lowest cash prices and freight rates to nearest seaports.
 Will send inspector if quantity you have warrants it.

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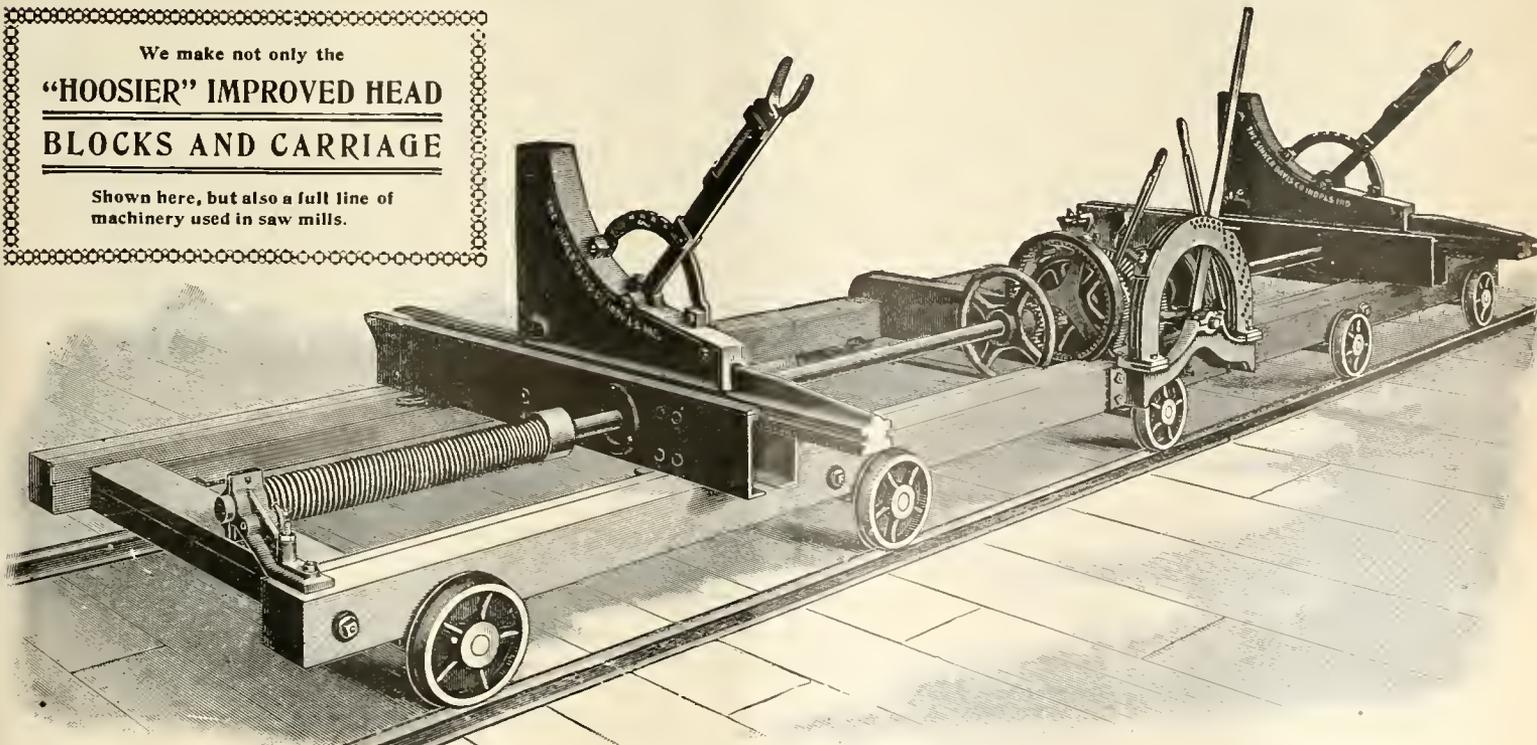
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 We will pay highest market price for above
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"HOOSIER" IMPROVED HEAD
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 Shown here, but also a full line of
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WILL SEND INSPECTOR TO MILL
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PLAIN RED
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Always in Stock.

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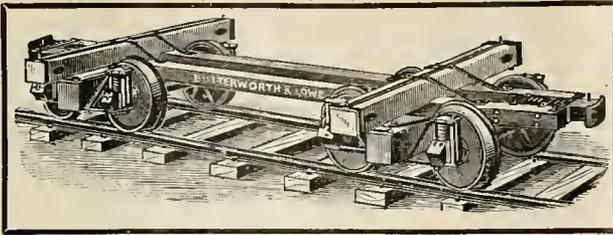
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Log Cars of
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500,000 feet green or dry, 13½ inches by 5 inches or multiples in width, 3 feet 8 inches or multiples in length. Also 12½ inches by 5 inches and wider, 8 feet and longer, run of log.

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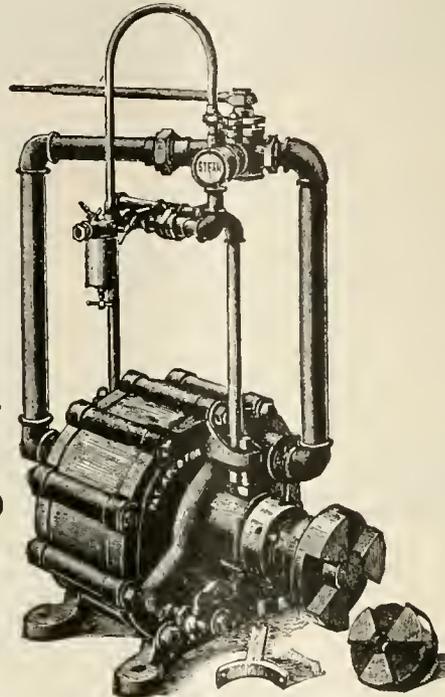
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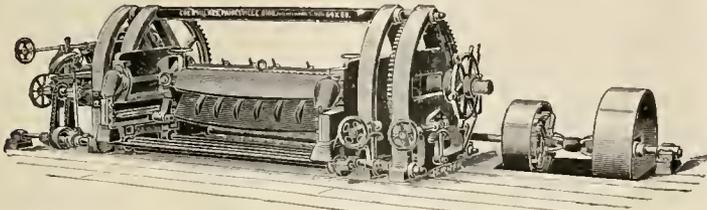
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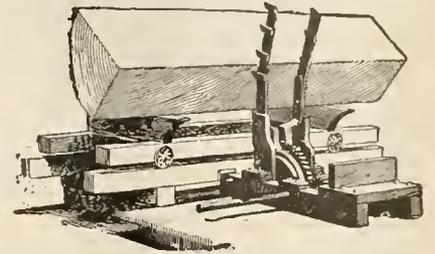


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Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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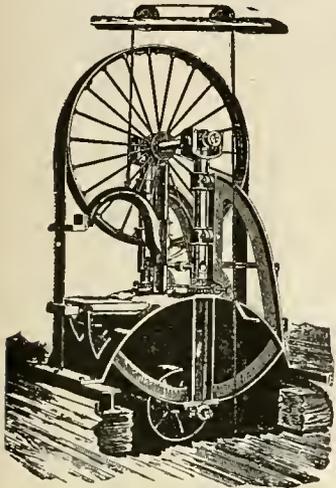
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MORE SPEED
LESS LABOR
LESS FATIGUE**

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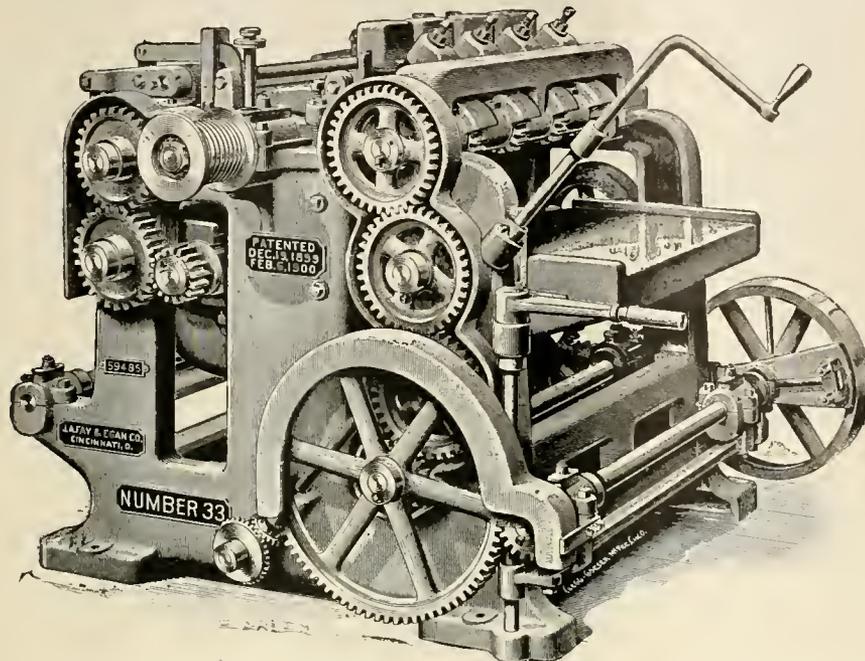
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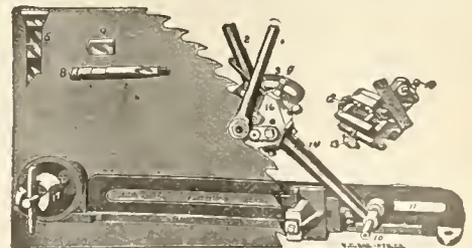
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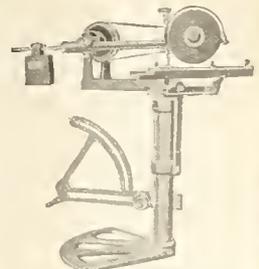
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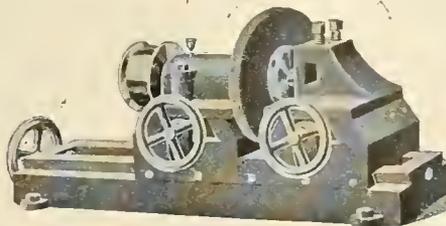
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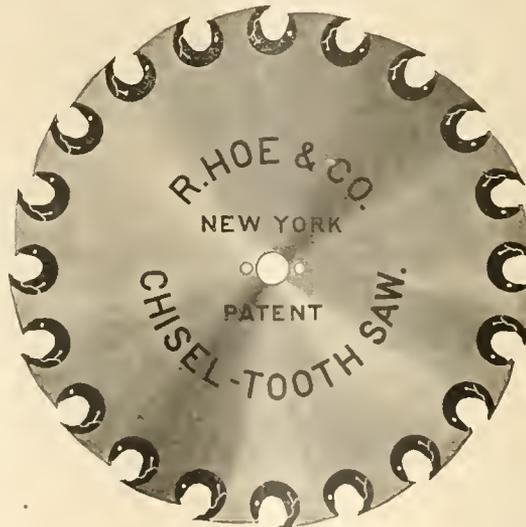
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Vol. XIV.

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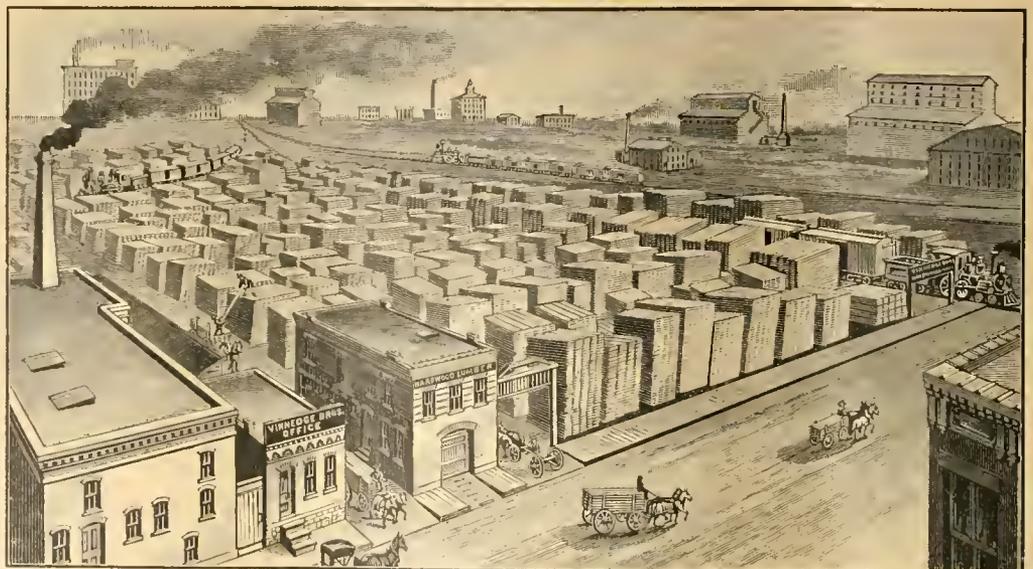
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COTTONWOOD AND GUM

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GET OUR PRICES. TRY OUR LUMBER. WE SHIP ROUGH, DRESSED, RESAWED.

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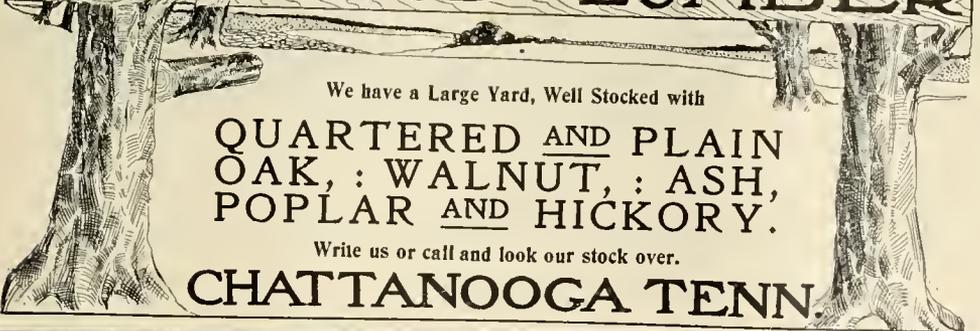
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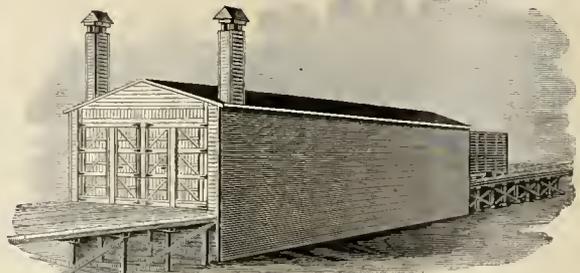
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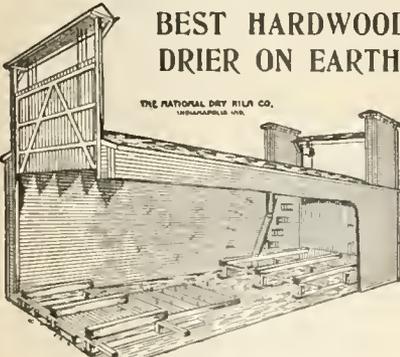
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THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, MAY 31, 1902.

No. 4

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

C. V. KIMBALL,

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Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the *Hardwood Record*. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

GENERAL HARDWOOD CONDITIONS.

The hardwood lumber market continues to be strictly a seller's market, that condition now extending to all lines of the trade. There has probably not been a time in years when all items on the list were as strong as they are to-day. From quarter-sawed oak to log run gum the demand is strong and prices firm. As is usual in such circumstances, prices are higher in the country than the city prices seem to warrant. It takes a good deal of courage for a lumber dealer to start out in the country to buy lumber, expecting to sell it again and make a profit. The fortunate dealers are those who have large contracts with responsible producers, made early in the year. In times of plentiful supply it is always possible to find some cheap lumber in out of the way places or among producers who are, for one reason or another, anxious to sell, but such lumber is hard to find at the present time. The situation seems to be not so much that the demand is exceptionally strong, as that the supply is abnormally light. The condition which the *Record* predicted six months or more ago has come to pass.

In all lines of manufacture the consumption of hardwood lumber continues steady and unabated. Manufactures of all kinds are running at about their full capacity, with abundance of orders on their books. There seems to be an absence of that feverishness which characterized all lines of business a year or two ago, immediately after the beginning of good times. People seem to have settled down to a conviction that business is going to continue good and will let an occasional order get away if it doesn't show a substantial profit.

It would be better all around if the supply of hardwood lumber at present was somewhat larger. It is rather a hard market to do business on, because of the present short supply of stock and the feeling that it will probably lead to some overproduction later in the season. It is a sort of hand-to-mouth business, but anyone having a good lot of stock is in a very independent position and is the master of the situation.

Quarter-sawed white oak is in excellent demand in all grades. Firsts and seconds have been strong all the year and the surplus of common, which was on the market early in the season, has been absorbed to a great extent, and this grade has strengthened in price and demand materially in the last few months. In fact, there has not been enough of high-grade quarter-sawed

white oak to meet the demand, and this has led to a great increase in the use of mahogany. There is now more mahogany cut up for furniture in Grand Rapids than there is of oak and the percentage is increasing. The number of importers and manufacturers of mahogany has increased immensely in the last year and it is coming to cut a very large figure in the lumber market. The prosperous condition of the country has led to a demand for a higher grade of furniture, and the difference in price between an article made of mahogany and one made of oak does not frighten the average buyer.

Plain-sawed oak still holds its strong position and will probably never be much weaker. The demand for it is in excess of the supply, but the price is probably as high as it will go, for the reason that people are now paying about all that they will pay, and if it cannot be obtained at such prices they will use something else. It is practically certain, however, that the supply of plain oak will never greatly exceed the demand again in this country.

Poplar is very strong in price and very scarce in supply, as it has been for the past year, and, as every indication points, it will be for another year.

Cottonwood is also strong at as high prices as the wood has ever known. The new cut of basswood is coming on the market, but it is a light cut and is taken up easily.

Almost all of the northern hardwoods are in a stronger position than they have been for some time. The season's cut will be light and is largely already sold. The Michigan Maple Company seems to be master of the situation, as it owns a large percentage of the season's cut, which is yet unsold. The strength extends to the entire line, with possibly one or two exceptions, notably soft elm.

Gum lumber under the circumstances is coming rapidly in use and now bears a price which leaves the manufacturer at least a saw bill, and enables many of them to run where the scarcity of logs of more valuable varieties would otherwise compel them to be idle.

The fact is, it seems to us, as we have before said in these columns, that unless in very exceptional circumstances we will not see a burdensome supply of hardwood lumber in this country again. The country is increasing so rapidly in population and wealth and our timber resources shrinking to such an extent, that the tendency of

prices of hardwood lumber must be upward rather than downward.

Another strong feature in the hardwood situation is that the stumpage of the country is getting into the hands of capitalists, who, if they cannot get the prices they consider adequate, will simply hold until they can.

On the whole, the hardwood situation is very strong and we see no reason why it should not continue so.

A FUSING OF THE ELEMENTS.

The meeting of the National Hardwood Lumber Association, held at St. Louis on May 15 and 16, was the most satisfactory meeting of the hardwood trade ever held. The attendance was no larger than at some other conventions, the interest manifested no greater, but the results were what might be called the ripened fruit of the tree of organization.

As for attendance, it seems that the limit has probably been reached. It seems that with the utmost effort somewhere between 300 and 400 members of the hardwood trade are about as many as can be gotten together. It is probable that the attendance at the Chicago meeting a year ago was slightly larger than the attendance at St. Louis, this probably being due to the fact that Chicago is more centrally located in the hardwood district and is more easily accessible. Anyhow, it seems that from various causes not many more than 300 hardwood lumbermen can be gotten together at one time.

As for the interest taken, each meeting of the association has shown an amount of alertness and enthusiasm on the part of the participants which could not be much improved upon, and that is one feature which distinguishes the National Hardwood Lumber Association from any other lumber organization of which we have any knowledge.

The difference between the interest manifested in the meeting of the National Wholesale Dealers' Association held in Chicago in March, and that manifested at the St. Louis meeting of the hardwood trade was very striking. In the meeting of the Wholesale Dealers' Association, everything seemed more or less cut and dried, its policies seemed settled and its affairs managed by a few men. Well managed it is true and everything harmonious, but there was a lack of that freedom of assertion and spirit of individuality which prevailed at the St. Louis meeting.

At St. Louis every man had his own ideas and didn't hesitate to express them, but with a spirit of fairness and willingness to submit to the decision of the majority was very pronounced.

This spirit was especially marked among those who had attended former conventions. There were a few whose faces were new in the association, who seemed highly offended that all they asked was not granted them at once and that their will was not allowed to dominate the proceed-

ings. Those who had been in regular attendance at the meetings and who had worked hard to bring harmony out of many conflicting views and order out of chaos, who had sacrificed most and made the greatest efforts were the fairest men there. It would seem that sensible men would appreciate the difficulties under which the National association has labored and would not expect to come in to the first convention they had attended and have the association set aside the work which it had taken years to build up and substitute that which had scarcely been considered. That these people went away dissatisfied is not surprising, and that they will think better of it later we are sure.

The work of the revision committee at the St. Louis meeting was of such a character and conducted in such a spirit that the National association has cause to be proud of the committee; and that that work was accepted by the association almost without change brings the association up to the level of the committee and gives it cause to be proud of itself.

At the St. Louis meeting of the revision committee all prejudices and narrowness was laid aside, and a set of rules, designed to be absolutely fair to all sections of the trade, was reported to the convention. The lines of demarkation between dealers and manufacturers were entirely wiped out and the committee, casting all restraint aside, worked with but one end in view—to produce a fair, reasonable and practical set of rules. In this work they were sustained by the convention and the result, when the work is completed in the secretary's office, will be a set of inspection rules with which none but the most unreasonable critic can find fault.

We believe that the present set of inspection rules, which the secretary informs us will be ready for distribution about the middle of June, will be as near to perfection as it is possible to attain.

They will be the best set of inspection rules the hardwood lumber trade has ever known. The National association has been growing up to those rules ever since it was organized. Such a set of rules would have been absolutely impossible a year ago even. Little by little the prejudice and class feeling have melted away and at last we believe the hardwood trade will be satisfied with the rules of the National association and will not ask for further change.

In the light of the present rules it is curious to remember that it was only a year ago that the Indiana delegation came to Chicago asking for some modifications in the inspection rules and what a storm it caused. The hardwood trade should now forget about the inspection rules.

It should close the rule question for good of all. It may be that in the course of years some modifications will be necessary, but we predict that this will be the last general revision of the inspection rules in many years.

With the question of rules out of the way, the work of the inspection bureau really begins. So long as the trade was not generally satisfied with the inspection rules the inspection bureau labored under a heavy handicap. The buyer might be satisfied with the rules, but if the seller was not, the inspection bureau could not get the work, and vice versa. With a set of rules with which the trade is satisfied there is no reason why the bulk of hardwood lumber should not be inspected by national inspection. In fact, there is every reason why it should be, and already since the St. Louis meeting, Surveyor-General Wall informs us that his department is nearly overwhelmed by requests for inspectors and to have work done under the supervision of the inspection bureau. It is now only a question of expanding his capacity for handling the work to keep pace with the demand. With a set of inspection rules upon which the trade is willing to do business, the tremendous advantage of having those rules applied by a bonded inspector, doing away with all controversy between buyer and seller becomes so apparent that the tremendous success of the inspection bureau is already assured.

The inspection bureau and those who are promoting it have had a pretty hard time, for a work of that kind, meaning practically a revolution in old methods of doing business, is not easy to accomplish; and we trust the trade will not forget the unselfish efforts that such men as Messrs. Wall, Smith, Thompson and others have put forth to bring this matter to a success. We can remember when about the best thing the trade said of them was that they were crazy.

With the inspection matter practically out of the road, the association had room for other work and they wisely took up the matter which next to inspection lies closest to the interests of the hardwood trade, the matter of freights. If the National association was able to solve the inspection problem, why may it not solve the freight problem? It is well known to the trade and has been well known for years that lumber pays more than its share of freight. The new committee is composed of some of the best men in the association, but men who have not been largely identified in the solution of the inspection question. It is well that it is so, for those who have solved the inspection problem have done their share. They have set the railroad committee a good example and have established a high standard. Let the railroad committee do its work as well. It is a work well worthy of the able and energetic Mr. Russe and his able and energetic associates. Let them bear in mind that the inspection bureau was established without any financial assistance from the association, the first inspection bureau committee which was appointed accepting the undertaking and agreeing to entail "no financial obligation upon the association."

Pretty nearly anybody can take a lot of money and accomplish a great deal, but it takes ability of the highest order to accomplish what the inspection bureau has accomplished out of no resources at all. The strength and popularity of the National Hardwood Association rests largely upon the fact that it makes but little demand for financial support upon its members. It is up to the freight bureau committee to make its department self-sustaining. With that understanding we doubt not the association will, as in the case of the inspection bureau committee, bid them Godspeed.

A notable occurrence at the St. Louis meeting was the organization of the Manufacturers' Association. There is much good that an organization of manufacturers may do its members on lines which the National association cannot, because of its general character, proceed. We will regret, however, if they should seek to antagonize the movement for uniform inspection. We believe, though, that that antagonism will evaporate as has the antagonism between the National association and the Michigan Association, the Wisconsin Association and the Indiana Association.

The National association does not seek to antagonize or interfere with any local or sectional organization, but rather to supplement their efforts in correcting the evils of the trade and in promoting the interests of all hardwood lumbermen. The manufacturers of Wisconsin have their organization and its members derive great benefit therefrom; so have the manufacturers of Michigan and Indiana, and the dealers of Chicago, St. Louis, Cincinnati and other markets. Each works within itself to its peculiar ends, but all work together in the National association for the good of all. We wish the new organization success and are confident that the broad-minded men in its membership will soon bring it into complete accord with the National association.

The National association interferes with the workings of no minor organization. Each organization which is a component part of the National association has within its own territory the most perfect freedom of action and so has each individual member. No one is required to use the inspection rules or the inspection bureau unless he sees fit and sees that it is to his advantage to do so. He is not called on for money to support any scheme, and, in fact, is expected to run his own business in his own way, the National association only offering him some conveniences which he may use if he sees fit.

The St. Louis meeting was a great and notable meeting, in that it witnessed a complete fusing of all the elements of the trade into one harmonious body.

J. D. Young of Waverly, Tenn., whose saw mill was recently destroyed by fire, has rebuilt.

FREIGHT CLASSIFICATION OF LUMBER.

In view of the fact that the National association contemplates beginning a campaign, through its freight bureau committee, for a reclassification of lumber, we requested a well-posted railroad man, prominently identified with the lumber trade, to give us the railroads' side of the question, stating their reasons for the present apparent discrimination against lumber. He replied as follows, but asked us to withhold his name for obvious reasons:

Hardwood Record:—

Gentlemen:—Your request for some material from which to give your readers an article on the classification and freight rates on lumber received, and I am pleased to give you some information, from which you may get some ideas you can use.

In the making of a classification for carload freight there are many things to consider, in part as follows:

The weight of the commodity which can be loaded into the equipment which must be used to carry it.

The expense of placing the empty cars to be loaded, the loads for unloading, and the time consumed in loading and unloading.

The liability to damage.

The promptness and certainty with which the freight can be collected.

The volume of business.

Taking the first consideration and comparing lumber with grain, coal, iron or other freight which is moved in large volume, and the argument is all against lumber. In any of the other articles named our strongest equipment can be loaded to its utmost capacity every time. In fact, we will not move it unless it is so loaded except at the full capacity rate.

In lumber it is not so. Even in your heaviest wood, oak, we do not get the full capacity, and in the lighter woods we fall far short.

In the second consideration also the argument is against lumber. The expense of placing cars at the initial receiving point is about the same in grain as in lumber, but much less in the matter of coal, iron, etc. In placing cars for loading lumber, and especially for hardwood lumber, it is usually a matter of placing one or half a dozen cars in some out-of-the-way place. In placing the cars for unloading the comparison is worse, as all lumbermen will understand. Where grain is loaded from elevators we will get a train of fifty cars loaded in less time than a car of lumber, and the expense of placing the fifty cars for loading is not greater than the expense of placing the single car. The same situation holds true in unloading.

As to the liability to damage, that is comparatively a very small consideration in grain, coal, lumber or any of our heavy freight. The liability to damage to grain may be slightly greater than in the case of lumber, but the difference in the liability is so small as to be infinitesimal.

In the matter of the certainty and promptness with which the freight may be collected, lumber as compared with grain again has the worst of it. If for any reason a carload of grain is refused, it will bring the market price anywhere, while lumber must often—in fact, must always—be sold at a sacrifice, and often will not bring enough to pay the freight. Often a car load of inferior lumber will be loaded at some remote point, and when it reaches the market be refused by the consignee because it is not worth the freight; or even if it be worth the freight, and is, for any

reason, refused, the probabilities are that the railroad will not be able to get the amount out of it.

When it comes to the volume of business, lumber again has the worst of it. The volume of business is large, it is true, but it consists of a car picked up here and a car there, and delivered in the same way. It is "local," usually, at both ends of the haul. This is not true of grain, coal, iron or any other class of freight which moves in large volume.

In the matter of the value of the equipment used in transporting the freight, lumber has slightly the better of grain. It takes somewhat better equipment to move grain than to move lumber, but not a great deal, and that difference is largely offset by the fact that the wear and tear on equipment is greater in hauling lumber than in hauling grain.

In the foregoing I have endeavored to be absolutely fair, and the case is, I believe, as I have stated it, and that is why the pound rate on lumber is higher than the pound rate on grain.

The railroads figure on these things pretty closely, and, in fact, have them figured down to a scientific basis. It may be that your freight bureau, which you inform me your National association is organizing, may be able to induce the railroads to alter their figures, but I doubt it.

Of course when it comes to cutting rates on either lumber or grain, that is another matter and is aside of the argument.

REMOVAL ANNOUNCEMENT.

As successors to the United Typewriter & Supplies Company in the handling of the New Century Typewriter, we wish to announce the removal of the sales headquarters of that machine from 143 Monroe Street to 172 La Salle Street, near the corner of Monroe. If in need of anything in the line of typewriters or typewriter supplies, or if in want of a competent stenographer or operator, our services are at your disposal. Call us up. THE AMERICAN WRITING MACHINE CO. (H. A. Aument, Manager), Chicago Sales Office, 172 La Salle Street. Tel. Central 1023. We rent typewriters.

"MICHIGAN IN SUMMER."

The Grand Rapids & Indiana Railway, the "Fishing Line," has published a 48-page book about the resorts on its line, and will send it to any address on receipt of a two-cent stamp for postage. Contains 280 pictures, rates of all hotels and boarding houses, and information about Petoskey, Bay View, Harbor Point, Wequetonsing, Oden, Walloon Lake, Mackinac Island, Traverse City, Omena, Nehtawanta, Northport, etc.

"Where to go Fishing," two cents, will interest fishermen.

Summer schedule with through sleeping car service goes into effect June 22. New time folders sent on application.

C. L. LOCKWOOD, G. P. & T. A.,

95 So. Ionia St., Grand Rapids, Mich.

The A. Rudd Lumber Company was incorporated recently, to do a lumber business at Danville, Ind. They will succeed to the business formerly conducted by Mr. A. Rudd.

The Hardwood Manufacturers of the United States.

A NEW ORGANIZATION.

A preliminary meeting for the purpose of organizing an association to include all the manufacturers of hardwood lumber in the United States was held in St. Louis in connection with the meeting of the National Hardwood Lumber Association and was largely attended. The meeting was only preliminary, however, and as the constitution and by-laws adopted are subject to revision by the first regular meeting, to be held at Louisville, Ky., on June 3, we do not publish them.

Following is the call for the Louisville meeting:

CALL FOR THE MEETING.

Being a manufacturer of hardwood lumber, you are interested in any movement looking to the betterment of conditions now facing the manufacturer.

For twelve years the manufacturers of yellow pine have had a compact organization, with a central office in St. Louis for the dissemination of statistics and valuable information. It has been worth during this time hundreds of thousands of dollars to the people who manufacture this wood.

On April 18, 1902, at Lexington, Ky., the manufacturers of yellow poplar organized a similar association, and are now getting it down to a working basis. It has already been of vast benefit to the poplar manufacturers. The greater number of people who make poplar also make oak, ash, chestnut and other hardwoods, and it is deemed expedient to unite in one association all manufacturers of hardwood lumber.

An informal meeting of thirty-five or forty manufacturers of hardwoods was held May 15, 1902, at the Southern Hotel, in St. Louis, and a pro tempore organization was made.

All manufacturers of hardwood lumber are earnestly requested to co-operate on lines that will be of vast benefit to them as manufacturers.

A general call is now made for a meeting to be held at Louisville, Ky., at the Galt House, on June 3, of strictly manufacturers of hardwood lumber.

Louisville has been selected on account of its convenient location to the hardwood producing section.

You are earnestly requested to attend this meeting, at which officers will be elected and the work of the association will be put under way.

The secretary of the Southern Lumber Manufacturers' Association has been requested to be present at this meeting, and will go into details as to the working of that association, which has been so successful for twelve years or more.

F. M. HAMILTON, Chairman pro tem.
LEWIS DOSTER, Secretary pro tem

Later the following letter was issued from the secretary's office to a few of the leading manufacturers in each state, and we publish it as showing the scope and intent of the work. There is much good which such an organization may do its members, and a portion of that good is outlined in the following letter:

Columbus, O., May 19, 1902.

Dear Sir:—Notice has been given of a meeting of the manufacturers of hard-

wood lumber to be held at the Galt House, Louisville, Ky., June 3, 1902, for the purpose of organizing a strictly manufacturers' association.

Numerous ineffectual attempts have heretofore been made to do this, and in making a successful effort now, it is realized that much quick, effectual work will need to be done.

It has been decided to ask the leading and influential manufacturers throughout the territory of Michigan, Wisconsin, Ohio, Indiana, Missouri, Arkansas, Tennessee, Alabama, Mississippi, Kentucky, Virginia, West Virginia, North and South Carolina and other states, to personally see and influence the attendance of manufacturers in their immediate neighborhood.

You have been selected as one of these co-workers. May we rely upon you doing what you can and giving strength to the effort by being personally present at the meeting?

Let us "get our coats off," and by doing a few days' effectual work get a set of grading rules that will be what we ought to have, and an association that will control any changes desired to be made hereafter.

Yours truly,

LEWIS DOSTER, Secretary.

Later, however, the following letter, setting forth in detail and in a clear and able manner the full intent and scope of the work contemplated, was issued by Secretary Doster, and he informs us that over 600 copies of it were sent to leading manufacturers in sixteen states, and that replies are rolling in giving evidence that the attendance will be large.

Following is the letter:

IMPORTANT.

May 20, 1902.

To the Manufacturers of Hardwood Lumber:

Attention is directed to the grading rules of the National Hardwood Association adopted at their meeting in St. Louis, Mo., the 16th inst., that are published in the May 17, 1902, issue of the Chicago Hardwood Record, on pages 17, 18 and 18 a and b; and to rules for the grading of hardwood lumber submitted by the committee appointed at the recent informal meeting of the hardwood manufacturers, in St. Louis, as published on pages 61 and 62 of the May issue of the St. Louis Lumberman, and pages 22 and 23 of the May 24 issue of the American Lumberman, and to be taken up for further consideration and adoption at the adjourned meeting to the Galt House, Louisville, Ky., June 3, 1902. (Copy of proposed rules in pamphlet form will be mailed to you in a few days.)

By a comparison of these rules it will be seen that the former are such by which no manufacturer who knows his business will ship, while the latter are very complete and about as hardwood lumber is now being graded by the manufacturers who do know their business and are entirely equitable as between the producer and consumer.

While business conditions remain as they now are and we have a sellers' market, each manufacturer is largely a law unto himself in respect to grading his product.

When, however, conditions change to a dull trade or a buyers' market, the present

advantage will be lost, and the producer will not only be compelled to stand a shrinkage in price, but will also have to meet the competition of grades which are not uniform and are unfair.

At the Louisville meeting June 3 it is intended to permanently organize an association of manufacturers of hardwood lumber of the United States, and as stated in a former circular, we feel that the poplar manufacturers should be included, to make its own grading rules; to maintain a corps of inspectors at the expense of the association for the purpose of regularly visiting each mill, to regulate grades and also to make an official inspection and report of any shipment of lumber by a member upon which a claim has been made, and where the shipper is wrong the expense of such investigation to be borne equally by the association and shipper, and if the shipper is found right the association to bear the entire expense, and in the latter event to report such case to all the members of the association; and to develop such statistics of the hardwood product as are needed for the intelligent management of the business and the distribution thereof among its members.

It is also the intention to develop a freight rate book showing the freight rates to every town east of Colorado from certain gateways of the various producing sections, and to do such other work as may be deemed desirable. The value of this as a time and money saver will be apparent to all.

It would seem that a membership representing a billion feet of lumber per annum could be gotten together, and if so this work could be accomplished at the very low cost to each member of three cents per thousand feet on his production, or ninety dollars per annum gross expense on a production of three million feet and other quantities in proportion.

The Southern Yellow Pine Association has now been in successful existence for twelve years, and is doing the above work for its members at less than two cents per thousand feet produced. It has reduced the manufactured thicknesses and widths of their lumber enough to save on freight alone many times the cost of maintaining their association, besides developing numerous other inestimable benefits.

In order to accomplish this and strengthen ourselves for changing conditions we need the co-operation of everybody in the manufacture of hardwood. There are certain abuses which every manufacturer of lumber has struggled to overcome in his individual business with varying and but partial success at best, depending largely on the condition of the times. These are things which cannot be wholly overcome by anyone alone, but collectively it becomes comparatively easy, where all act together with the single purpose in view at all times of developing the maximum results obtainable.

In doing this we must not be unmindful of the great power that comes from successful organization by the producer, because he can absolutely control grades, terms of sale, manner of marketing and change prices from time to time as it may be deemed necessary. Experience has developed that it is not practicable to maintain an ironclad price list, but that with the opinions of all the manufacturers based on the condition of their stock, production and demand before them, a price list committee can determine from time

to time the obtainable value of each item produced and recommend same to their associates, permitting each to use his own judgment accordingly.

There are natural laws which should be respected, and the rights of the consumer, the retailer and the wholesaler must each always be borne in mind and regarded. It is also the duty of every intelligent manufacturer to make it a part of his business to develop and preserve his natural rights. The trade should be given grades that are carefully made to suit its especial uses; the retailer should be protected in all wagon-load and retail trade; the wholesaler is the natural handler of individual products not large enough to maintain an organized sales department, and the surplus stocks of all; but in consideration thereof they should agree to accept our official inspection and terms of settlement upon sales.

The average saw mill man is very busy and finds it difficult to spare time to attend an association meeting. In this case it will require only one meeting to organize and meetings then once or twice a year to preserve the organization, as the work once started will be done largely by a secretary and an executive board.

If the various benefits aggregate only a dollar a thousand feet, the producer of two million feet a year is benefited two thousand dollars per annum, and others proportionately, besides being saved annoyances that cannot be estimated in money value.

Discussion and interchange of ideas about timber, logging, machinery, methods of manufacture, care of stock, selling, shipping, credits, organization, policy, etc., among practical men always develop valuable ideas that can be applied to one's own business with profit, besides contact with thinking men broadens the mind and gets us out of the rut that the very nature of our business gets us into.

Come to the meeting at Louisville June 3 and get acquainted with the men whose interests are identical with yours and whom you have "known of" for years. It will pay you handsomely for the time and money spent. Let us each get a shoulder to the wheel and make this association like that which the yellow pine manufacturers have. We need it badly, and are suffering for the want of it. All that is needed for a quick and efficient remedy for our ills is prompt, interested and intelligent action of every man in the business, but he must come himself and not depend on his neighbor to do it all.

It is now "up to" the manufacturer to decide if he will control the grading of his own product or permit others to do so for the next ten years or more.

Yours very truly,

LEWIS DOSTER, Secretary pro tem.
Columbus, Ohio, Schultz Bldg., May 26, 1902.

EXCURSIONS TO BOSTON VIA THE WABASH LINE.

The Wabash will sell tickets from Chicago to Boston and return, June 12, 13 and 14, at very low rates. Tickets will be good going via Niagara Falls and Hoosac Tunnel Route, via Montreal, or via New York and rail or boat lines. Final return limit July 31. For rates, time cards and full information, write

F. A. PALMER, A. G. P. A.,
97 Adams St., Chicago.

The Chattanooga Wagon Company has increased its capital stock from \$100,000 to \$200,000.

THE HOUSE OF HOO-HOO.

The Concatenated Order of Hoo-Hoo is going to have a building at the World's Fair at St. Louis. It will be called the House of Hoo-Hoo, and will be the headquarters for lumbermen from all over the country. The building will be erected under the auspices of Hoo-Hoo, though not by the order officially. Membership is by no means limited to the members of the Concatenated Order of Hoo-Hoo, the eligibility laws in the constitution being broad enough to include all lumbermen and the allied industries. The enterprise is worthy of support and from headquarters we learn that the scheme is being received with enthusiasm by prospective members. Its field of usefulness is broad and well described in a pamphlet which is being issued from the secretary's office, as follows:

The House of Hoo-Hoo is the corporate name of an organization made up of lumbermen, railroad traffic officials, lumber newspaper men and saw mill supply men. Its existence is due to the fact that different bodies of lumbermen in various portions of the country almost simultaneously took up the question of building a clubhouse on the grounds of the Louisiana Purchase Exposition, to be held in St. Louis in 1904. The House of Hoo-Hoo is the result, being a combination of the ideas and plans of these people.

PLAN AND SCOPE.

The plan and scope are far-reaching. The main idea is to construct a building on the grounds of the Louisiana Purchase Exposition, which will be a haven of rest for the lumbermen, the railroad men, the newspaper men and the supply men, and it will be so fitted up with comforts and conveniences that this idea will be thoroughly carried out.

THE BUILDING.

To go into the matter more thoroughly, this building, now in the hands of the architects, is to be large, roomy and to have spacious balconies and a garden. The ground floor plan is to be in the form of the letter "H," as that letter is symbolical and it thoroughly utilizes the space. The construction will be entirely of wood and staff and will serve as an object lesson to all visitors to the great fair, in showing them the architectural utility of wood construction. No expense will be spared in its construction or furnishing, it being the intention to adopt any features or innovations which will be desirable.

THE FINISH.

In the finishing of this building the various lumber associations will be asked to take a part. For instance, the manufacturers of red gum have already applied for the use of a room in which they can demonstrate to the public that this most despised of woods is wonderfully beautiful and has not, when properly treated, the undesirable traits usually attributed to it. It is the idea to put in gum flooring, to wainscot the walls, panel the ceiling, build a mantel—all of gum—and even have in place a few pieces of gum furniture to show what can be done with the wood. It is expected that the yellow pine, poplar, red wood, cypress and other lumber associations will each take a room and so finish it with their various commodities as to show the highest art yet attained in the treatment of wood for

interior finish. There can be no competition for awards in this building, but it will be a school at which even a lumberman can learn a great deal concerning the finishing and treatment of woods with which he is not familiar. All of this will give a greater variety of finish than has ever before been placed in any one building, and it will show with splendid effect what can be done with wood, as it is presumed that the manufacturers of the various lumber commodities will know best how to bring out every desirable feature of which these woods are capable. Such a building will teach more to the public and be of more lasting benefit than all the forestry buildings ever constructed.

THE SOCIAL SIDE.

As a strictly business proposition would not be so successful as one having other attractions, it is the intention to bring the social side most prominently to the front. To attain this end the building will be used as a clubhouse, and will be luxuriously furnished with that in view. Besides the usual reception rooms and parlors, there will be a café, reading and corresponding rooms, billiard and pool room and postoffice. It will be possible for a member to receive his mail at the club, dictate his replies and sign his letters when he comes in to lunch. He can always meet friends and be thoroughly comfortable after wandering around the thousand acres or so of buildings and exhibits which will make up the great fair. He will be made so much at home that he will stay longer than was his first intention. As it is altogether probable that a number of lumber conventions will be held in St. Louis during the existence of the fair, there will be a large room provided in which these or similar functions can be held. Even banquets can be taken care of and it is reasonably certain that a great many social affairs will take place at this club.

THE LADIES.

A special department, in charge of maids, will be set apart for the ladies. In this the wives and daughters of the members can rest, order their meals and be entirely secluded. A man and his wife are usually interested in entirely different exhibits at a fair of this kind and this can be their meeting place. A man may have business down town part of the time during his stay in St. Louis. His proprietary interest in the club will assure him that his wife will have a place to rest should she become tired, and he would know where to meet her at lunch time.

THE PROBLEM.

To attain all of this is the problem now before the board of governors. All told it will take something like \$100,000, and it has been decided to have a membership of 9,999 and to place the membership fee at \$9.99. The membership fee will cover the entire liability of a member, as there will be no dues.

ELIGIBILITY.

A man need not be a member of the Concatenated Order of Hoo-Hoo to join this club, but it is necessary that all members come within the eligibility clause of that order. This will mean that all members will be lumbermen, railroad traffic officials, lumber newspaper men and saw mill supply men. It is expected that many members will take out more than one membership and the privilege will be given, at about the time the doors are opened, to in some way transfer the surplus memberships to other people, provided, however, that these other people are eligible for membership. As an in-

stance of this, one large wholesaler has announced it as his intention to take out a number of memberships and present them to retail dealers who have been long time customers of his, believing that such a gift would be appreciated. Something of this kind, not yet determined upon, will be allowed.

HASTE NEEDED.

It is true that the fair has been postponed until 1904, but so much must be done to make this scheme a thorough success that there must be some immediate action. It is very necessary that those intending to become members of this club do so at once, as success depends upon this, and it is probable that a number of desirable members will be left out because of their delay in making application for membership. It should also be remembered that while the general public will be allowed to inspect the building, only members will have the privileges of the club.

FULL VALUE.

It is not promised that there will be a dividend at the close of the fair, as the board of governors will feel that they have not done their duty if there are funds in the treasury at the wind-up. A member can obtain full value for what his membership has cost him by making use of the club.

This is merely a rough sketch of the plan. The details are still to be worked out.

THE WIND-UP OF THE ST. LOUIS MEETING.

The Record went to press with its last issue too early to get the wind-up of the proceedings of the St. Louis meeting. There were a few matters of importance we did not get.

After a gallant fight, carried clear through the meeting, Mr. B. P. McMillan, of McMillan, Wis., secured the adoption of a resolution ordering the substitution of the terms "No. 1 Commons, No. 2 Commons and No. 3 Commons," instead of the terms "Commons, Shipping Culls and Mill Culls," wherever they occur in the inspection rules. It was a long fight, but the resolution was finally carried by a decisive majority, and Mr. McMillan was so pleased he went out and brought in a couple of hundred cigars and treated the crowd.

Mr. J. V. Stinson of Huntingburg, Ind., introduced a resolution making Indianapolis the place for holding the next annual meeting of the association. Mr. Wall moved to substitute Buffalo for Indianapolis, but Mr. Stinson carried the day and Indianapolis was selected.

Mr. Russe, chairman of the committee to act upon the report of the president and secretary, presented the report of the committee recommending the appointment of a freight bureau committee by the board of managers and empowering the board of managers to employ an assistant secretary and fix his compensation.

Report adopted.
Meeting adjourned.

After the adjournment of the meeting the board of managers convened and appointed the freight bureau committee, as follows:

- W. H. Russe, Memphis, Tenn., chairman.
 - C. R. Mengel, Louisville, Ky.
 - F. W. Upham, Chicago, Ill.
 - F. M. Possell, Cincinnati, Ohio.
 - J. M. Bullard, St. Louis, Mo.
- President Smith appointed the following members on the standing committee and their appointments were confirmed by the board of managers:
- Members appointed for three years:
 - H. C. Humphrey, Clintonville, Wis.
 - Hugh McLean, Buffalo, N. Y.
 - Theo. Plummer, St. Louis, Mo.
 - Inspection bureau committee, appointed for three years:
 - W. E. Smith, Cairo, Ill.
 - W. W. Knight, Indianapolis, Ind.
 - W. J. Wagstaff, Oshkosh, Wis.

The following new members were added to the list at the St. Louis meeting:

- Southern Mill & Land Company, St. Louis, Mo.
- W. D. Reeves, Helena, Ark.
- J. W. Darling, Cincinnati, Ohio.
- Wausau Lumber Company, Edgar, Wis.
- Barksdale Denton & Co., Memphis, Tenn.
- Wm. J. Wagstaff, Oshkosh, Wis.
- C. F. Liebke Mill & Lumber Company, St. Louis, Mo.
- H. J. Ruth, Poplar Bluff, Mo.
- Stewart & Jackson, Cincinnati, Ohio.
- Mosberger-O'Reilly-Gram Lumber Company, St. Louis, Mo.
- L. Methudg, St. Louis, Mo.
- W. R. Barksdale, St. Louis, Mo.
- A. R. Vansickle & Son, Tammus, Ill.
- Nat. Williams, Little Rock, Ark.
- Leming & Samson, Cape Girardeau, Mo.
- Johnson Lumber Company, Fayetteville, Ark.
- Askins-Dirks Lumber Company, Union City, Tenn.
- Mitchell Bros., Cadillac, Mich.
- Wilson & Beall, Armored, Ark.
- O. P. Hurd, Jr., Cincinnati, Ohio.
- Hanna Lumber Company, Cincinnati, Ohio.
- John P. Richardson, St. Louis, Mo.
- Raymond Lumber Company, Chicago, Ill.
- Cincinnati Hardwood Lumber Company, Cincinnati, Ohio.

IN MEMORIAM.

Bolling Arthur Johnson, Secer of the House of Ancients, has prepared "An Appreciation" of the late Alson Alexander White of Kansas City, Mo., which will be signed by all of the members of the House of Ancients of the Concatenated Order of Hoo-Hoo, and be in the end presented to Mrs. White and family at Independence, where Mr. White lived such a good and useful life. The text of the document is as follows:

X.....X
:
:
: IN MEMORIAM. :
:
:
: Alson Alexander White. :
:
:
: An Appreciation. :
:
:
X.....X

We whose names appear below these lines, desiring to build some monument of our regard to the memory of Alson Alexander White, build that monument in words

rather than in chiseled column done in marble.

We submit our appreciation of our friend, dedicating it to his loving wife and to his children, hoping that this Scroll of Love may be placed in that home which a wife and husband created, and which their children may preserve and venerate in honor of and to the memory of a man whose happiest hours were there.

In life we stood close to him on the battle line, and knew him and loved him because we did know him, and now that all we have left is a living memory of his keen judgment, his broad philanthropy, and his wholesome sense of justice, we are inclined to the belief that even Sorrow has a Flower, and to suggest that:

"Summer comes and Summer goes,
But all months of all years
There is falling of tears:
Summer comes and Summer goes,
All hours are griefs, and the Sower Sows;
To-day and to-morrow,
Buds and Blows."

There is a vacant chair by the fireside, but our minds are full of sweet memories of him who has gone. There was a break in our line in life's battle, in a physical sense, but his influence remains to knit us into the warp and woof of greater effort. We have sorrow, but it has a flower—the knowledge that our friend so lived that when he came to "take his place in the silent halls of death" it was as "one who wraps the drapery of his couch about him and lies down to pleasant dreams."

And, thinking these things, we recall for the comfort and cheer of the wife and children of our friend another thought of John Vance Cheney:

"Not in the time of pleasure
Hope doth set her bow;
But in the sky of sorrow,
Over the vale of woe,
Through gloom and shadow look we
On beyond the years:
The soul would have no rainbow
Had the eyes no tears."

In the thoughts of the poet and from our own knowledge of the purity of soul of the friend and the husband and father, let our sorrow have a little flower of comfort, and through our tears let us see a rainbow of promise—that all is well beyond the dark river.

With love and respect,
HOUSE OF ANCIENTS, CONCATENATED ORDER OF HOO-HOO.
B. ARTHUR JOHNSON,
W. E. BARNES,
J. E. DEFEBAUGH,
H. H. HEMENWAY,
N. A. GLADDING,
GEORGE W. LOCK,
W. B. STILLWELL.

The "Appreciation" is bound in black morocco and is engrossed in the highest style of the art by A. B. Garman of Chicago, and done in black and white and gold—the colors of the order. The document is now going the rounds for signature, and will shortly be presented to Mrs. White at Independence.

On May 16 the saw mill at Marquette, Mich., recently purchased and stocked by the South Arm Lumber Company, was started after several years' of idleness. Simultaneously came the news that the big mill of the same company at South Arm, Mich., had been destroyed by fire, causing a loss of \$75,000.

The Man About Town.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION. (CONTINUED.)

Owing to a pressure of other matters upon my mind last week I switched from the history of the National Hardwood Lumber Association to matters of less importance. It seemed to me that so serious a subject required a calm and collected frame of mind.

The writing of history requires that the mind of the historian be serene and untroubled, so that he may consider matters in an impartial and judicial fashion, and as the care of the St. Louis meeting is now off my mind and I have this morning nothing whatever to vex me or distract my attention, I have concluded to take up the history of the National Hardwood Lumber Association where I left off in the last issue and go steadily forward with it until it is completed.

* * *

When we left the history of the National association in our last issue and switched to a consideration of the origin of inspection rules, we had just moved Adam from his cave into a house of some kind.

Great oaks from little acorns grow! When an avalanche starts on its career of might and power, it is merely a little snowball! So, when the mighty National Hardwood Lumber Association had its beginning, that beginning was apparently small and insignificant.

Cast your mind back across the ages, if you can, and imagine Adam and Eve moving from the cave to their new dwelling house. Adam, with a couple or maybe three or four war clubs of various sizes under his arm, and Eve following with a stone hammer for pounding beefsteak and a few other rude utensils, moving into their new dwelling. It was probably the first of May and that first moving day of the human race has fixed the first of May as the grand moving day for all time.

There, in that great, silent forest, the foundations of the National Hardwood Lumber Association were laid.

We can, of course, only trace the early stages of the development of the human race, which led it up to the National Hardwood Lumber Association, in a sketchy manner. To give the events which led up to the grand climax of the St. Louis meeting in detail would be to write a history of the world, filling a number of large volumes, for there is scarcely a happening since the history of the world began that has not in some remote way affected every other happening, and all of the events of the world are strung together like a string of wieners.

We will not enter into the rise and fall of the Egyptian civilization, the first of which we have an authentic record; nor of that of the Greek and Roman civiliza-

tion; nor tell how the German barbarians swept down from the north and all but obliterated the progress that had been made; nor how the power of Mohammed arose in Africa and swept everything before it until it ran against the power of the Germans of the north.

No, we will not enter into that.

But it was all relative to the organization of the National Hardwood Lumber Association. When the Moors overran Spain, the people of Spain had sunk into a condition of slothful prosperity, and but for the hard time they had in driving the Moors out of Spain, they would never have had courage and enterprise enough to have started Columbus on his voyage of discovery, which resulted in his finding this great and rich country, so peculiarly adapted to the organization of such free, independent and progressive a body as the National Hardwood Lumber Association.

But, in fighting the Moors, the Spaniards developed a strong, courageous, determined character which stopped at no difficulty, no matter how great.

* * *

So all the history of the world down to that time, all of the surging backward and forward of the various elements in the human race, had led up to the development of the adventurous character of the Spanish people, which in its turn led to the discovery of America, which in its turn led to the formation of the National Hardwood Lumber Association.

We can here again see the fateful influence of a woman upon the lumber trade. Had it not been for Queen Isabella, America might never have been discovered and we would either not have been here at all, or, if we were here, would be but a lot of howling Indians, chasing one another through the primeval forest with clubs.

But Queen Isabella came to the front and pawned her jewels that Columbus might have the wherewithal to discover America.

Let us not forget this act on the part of Queen Isabella. Cast your mind back again if you can to along about 1490 and imagine this fair dame going along that street in the capital of Spain which corresponded with South Clark street in Chicago, peering in at the windows of the shops that had three gilded balls hanging before them, striving to find among the dark Jewish faces some man who looked as if he would be responsible and would not charge more than 2 per cent a month. Imagine her entering a shop with her jewel case under her arm and trying to bargain with the human shark behind the counter, all to get money enough to enable Columbus to discover America.

* * *

Anyhow, she succeeded and Columbus started upon his voyage.

And in that voyage we see again how great events often hang upon apparently trivial circumstances.

You have all read in history of how the sailors with Columbus became discouraged and fearful and considered whether or not they should not mutiny and cast Columbus overboard and return to Spain. You have read how Columbus, in order to distract their attention and make them believe and have renewed confidence in him, took an egg and stood it on end.

First he asked if there was a man among them who could make an egg stand on its end. They all tried and tried in vain. Then Columbus stepped forward, seized the egg firmly and stood it on end, and it stood there, and the sailors were so impressed that they went back to their work determined to follow Columbus to the bitter end. Columbus afterward told how he made the egg stand on end. Like most sleight-of-hand tricks, it is very simple when you know how. When he stood the egg on end, he struck it lightly on the table, sufficient to crush the end of the shell, making a flat surface for the egg to stand upon. Now, had he struck the egg with even a very little too great force, the egg would have broken, probably, and he would have been lost; or, had the egg been stale it would have popped like a pistol and the enraged sailors would have put an end to him at once. Everything worked well, however, and America was discovered.

* * *

There is one thing about this egg story which I have never been able to understand. How could Columbus, after being on the ocean for several months, have had an egg in his possession fresh enough to make the success of his experiment possible?

There is but one answer to that question. He must have had a hen on board. If this is so, then a hen was also one of the founders of the National Hardwood Lumber Association, and when a seal is devised for the association, and it ought to be done pretty soon, we would suggest that a hen be given a prominent place thereon.

* * *

After the discovery of America the National Hardwood Lumber Association became inevitable. Nothing could then stop it, although circumstances might have arisen which would have checked it or have changed its character from what it is now.

Had the War of the Revolution had a different ending who can tell what course events might have taken? If Washington, when he was surveying in the wilderness, had got lost or been slain by the Indians, or died of pneumonia, the whole face of American history might have been

changed. Had the French and Indian war resulted differently, we might now have been under a French government and have been a French people, and there the question arises, what would have been the character of a French National Hardwood Lumber Association, and would it have been possible to have expressed in the French language the rules for grading lumber with the same precision and force with which the present rules of the National Hardwood Lumber Association are expressed in English? All of these questions naturally arise in the mind of a thoughtful man and there is no way of answering them, except by vague conjecture.

But everything went well. The French and Indian wars were decided in favor of the English, Washington escaped the perils of the wilderness, and the War of the Revolution was brought to a triumphant close, and the time for the actual foundation of the National Hardwood Lumber Association drew nearer and nearer.

* * *

The result of all this history shows how little man ever knows what will be the result of his action. When Washington was struggling against tremendous odds, when the Continental soldiers were suffering and dying in Valley Forge, when Franklin was pleading with the French king, none of them realized that they were working directly in the interest of the National Hardwood Lumber Association.

It seems to me it is often a pity that a man who is struggling desperately on cannot know the good that will result from his efforts. Had those struggling colonists known that one of the fruits which would result from their self sacrifice and suffering would be the great and glorious institution known as the National Hardwood Lumber Association, how it would have cheered them! But they did not know what the result of their action would be and no man ever knows.

"You shoot an arrow into the air, It comes to the ground you know not where."

* * *

Events marched slowly and steadily forward, the mills of the gods ground slowly on, grinding out material for our great association, until we come to the War of the Rebellion; and now we are getting nearer and nearer to the momentous time when the association should be launched upon the world. Through thousands and thousands of years the human race had been growing up to it and being educated and developed until it should be ready for the great event.

But suppose the War of the Rebellion had ended differently. Suppose the Confederates had succeeded in setting up a separate government, to include all that fruitful and heavily timbered tract of country lying south of the Ohio River. Would it have been possible for such an

event, even at that late day, to defeat the manifest will of destiny and prevent the formation of the National Hardwood Lumber Association? Would such an ending of the War of the Rebellion have made it necessary to have one National Hardwood Lumber Association north of the Ohio River and another one south? Who can tell?

Anyhow, the war ended favorably for the Union and for the National Hardwood Lumber Association, and in this case, as in the case of Washington and others previously mentioned, Grant, when he led his victorious troops against Ft. Donelson and Sherman, when he made his triumphant march to the sea, did not know that they were directly promoting the interests of our organization.

When the war was ended and the people returned to peaceful pursuits, the attention of the nation was turned more and more to the manufacture of hardwood lumber, and thus we come down to the time when the National association became necessary and a few bold and enterprising spirits conceived the idea of launching it upon the world.

(To be continued.)

CURRENT HISTORY.

We appreciate the fact that the reader of the trade journal does not usually look in it for comments on current events of general interest, but when matters of grave importance are transpiring, matters in which all men take a deep interest, it seems that for a trade paper to pass them by without comment is unnatural. And there are several events of importance transpiring, events which are discussed in every business office, and it seems that a discussion of them is not out of place in a business paper.

One of the most notable events not only in the history of this country, but in the history of the world—an event unique and interesting—was the creation within the past month of the republic of Cuba. This event shows better than almost anything the great advance the civilization of the present day has made over the civilization of any other period in the world's history.

Whenever and wherever in the history of the world is there an account of a great nation like the United States, interfering, from purely humanitarian principles, to assist a struggling people to throw off the yoke of a despotic government, and when, after having rendered such assistance and overthrown that despotic government, has lent the newly freed people every assistance toward establishing a free and independent government?

If there is a parallel case in history we do not know of it. France helped the United States in its revolution against England, but that help was rendered more to injure England than through sympathy for the United States.

In the case of the United States and Cuba no such charge can be made. We

had no animosity against Spain; there was no rivalry, either military or commercial, between the two nations, and we were moved in the matter entirely through sympathy for an oppressed and struggling people. Cuba is a rich and fertile island which no other nation on the earth would have given up, but freely and of our own accord, with no pressure or compulsion from anyone, the United States, after restoring law and order, teaching the natives something of self-government, cleaning their cities and stamping out warm pestilence, the United States finally withdrew her troops to satisfy the Cubans' desire for a government of their own.

Not only that, but the United States will protect the Cubans in their experiment. There are a number of nations of Europe that would seize the first opportunity to grab the rich and fertile possession were it not for the shadow of the mighty fist of Uncle Sam.

Whether that experiment of self-government will be a success is another question, but it is the sincere hope of this country that it may so prove.

Another matter of importance which is engaging the attention of the people to-day is the fight which the United States government is conducting against the trusts. All the machinery of its law department is being used in an attempt to break down the alleged food trust, which is said to be advancing the cost of living to the citizens of this country.

That the cost of living has been vastly increased during the last few years is beyond question, but how much of that advance is due to other causes and how much to trust manipulation is a question which is difficult to answer.

It is impossible that the meat trust should pay 6 cents for cattle and hogs on the hoof and sell the finished product, so to speak, at the price they sold it at when they only paid half that amount. In fact, we doubt if there is anything in the trust prosecution at all. It seems no more than justifiable that meat which sold at 12 cents a pound when live cattle brought only 4 cents should sell at 15 cents a pound when live cattle are bringing 6 cents. It is more reasonable to suppose that the activity of the administration is due to the fact that a congressional election is due next fall.

However it may be in this individual case, the fact remains that the trusts are acquiring a power which must give thoughtful men reason for serious consideration. When the intent to organize the ocean-carrying trust became apparent, there was much talk about the impossibility of forming a trust on the ocean, because the highway of the sea is free to all, whereas the right of way on land is a matter of great expense. Further consideration and development, however, have shown that the organizers of the ocean trust knew what they were doing.

It is true that the ocean highways are free to all, but if the railroads that deliver

freight to seaports are in combination with the sea trust and will deliver their freight only to the vessels of that trust, then the situation is changed.

We do not believe that the government prosecution of trusts under the Sherman law will ever amount to very much or produce any very great results. There is but one way that we see to regulate the great combinations, and that is for the government to own or control the railroads. Whoever owns or controls the railroads of the country controls its industries. So long as a great trust can, through its influence or ownership of railroads, secure rebates or other advantages denied to smaller operators, so long the great trusts will control commerce and industries of the country.

In foreign matters everything is quiet and peaceable, except for the dying efforts of the exhausted Boers. The Boer war seems practically at an end, through the fact that the Boers are largely either killed off or captured. There never were many of them, and what few are left can make no headway against the 200,000 British soldiers now in South Africa.

The sympathy of the American people has, from the beginning, been with the Boers. That sympathy was probably misplaced, but was the sympathy which a generous people will always have with the under dog that is making a game and gallant fight. Whether the under dog is right or not does not greatly matter, we will sympathize with him anyway.

It will probably be better all around and for all concerned that the Boer war should end, and, much as we dislike to say it, it is probably just as well for South Africa and for the human race generally that it is ending as it is.

Great Britain will give South Africa a free and progressive government and the opportunities for industry and commerce will be greater under her rule than it would have been under that of the South African Republics.

CHICAGO COMMENT.

Our old bachelor friend, George F. Johnson, manager of the Quennsee Log & Lumber Company of Milwaukee, Wis., spent a few days in the Chicago market last week. He reports business up to the limit.

Mr. George D. Burgess, of the firm of Russe & Burgess, Memphis, Tenn., was in Chicago last week.

Mr. W. W. Whieldon, assistant surveyor-general of the National Hardwood Lumber Association, passed through Chicago on his way South Tuesday of this week. Mr. Whieldon says the inspection work of the association is rapidly on the increase, and that most of the staff inspectors are having more than they can do. He found the situation so strong in Chicago that he proposed to Mr. Olson to deputize an assistant. Mr. Hiram Buck, formerly foreman at the

yard of W. O. King & Co., was secured and was harnessed in at once.

* * *

Mr. E. W. Robbins, of the firm of Maley, Thompson & Moffett Company, was a visitor on the Chicago market last week. Mr. Robbins has been back and forth between Cincinnati and points in Cuba during the last six months four times. He has been looking after shipments of mahogany for their mills at Cincinnati, and has secured and contracted for some fine specimens. The Maley, Thompson & Moffett Company have been manufacturing oak and walnut veneers for some time, the mahogany feature being a recent addition. They have established a selling agency at Grand Rapids, Mich., and New York City, and will have another branch office, probably in Chicago, to handle the trade in the Northwest.

* * *

Mr. T. H. Wall, of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., was in Chicago one day this week. He is the tallest and, if we may be permitted a comparison, the best looking of the Wall brothers, and we enjoyed his visit. He was on his way to Memphis on business for the firm.

* * *

Mr. Robert I. Kidman, representing the well-known London house of Churchill & Son, has been making a tour of the hardwood markets of the United States, and spent a few days in Chicago last week on the way around. He was among those present at the National association meeting in St. Louis, May 15 and 16, and was much interested in the revision of rules as made there. Mr. Kidman will arrive in New York on June 4, and will sail for home soon after. He made some valuable shipping connections while here.

* * *

C. L. Willey, the hardwood and mahogany lumber and veneer dealer of this city, will remove his yard from its present location at Thirty-fifth and Iron Streets to Robey and Blue Island Avenue about July 1. The new location adjoins the plant of the old Chicago Veneer Company, which was recently purchased by Mr. Willey.

* * *

M. E. Stockwell, of M. E. Stockwell & Co., Grand Rapids, Mich., stopped over in Chicago for a few days attending to business, on his way home from the St. Louis meeting.

* * *

W. S. Johnson of Milwaukee, Wis., was in the city this week. The South Arm Lumber Company of South Arm, Mich., of which firm Mr. Johnson was a member, lost their mill by fire two weeks ago, and on the same day the company's new mill at Marquette, Mich., started sawing. Mr. Johnson says they are no worse off than they were, when it comes to producing lumber, and that it might have been worse.

* * *

Mr. F. F. Fish, president of the Foster Lumber Mercantile Agency, has just returned from a brief visit to the St. Louis

market, and reports conditions active in the Missouri metropolis and a fine line of business for their institution. Mr. Fish also reports that they are now engaged on the revision of their book, which will be issued the first of July, and promises that it will be better than ever, showing recent changes and additions that have been made in the trade during the last six months.

* * *

Mr. J. S. Goldie of Cadillac, Mich., was a visitor to the Chicago market this week.

* * *

Mr. H. M. Nixon, of the H. M. Nixon Lumber Company, Chicago, spent last week at their mill in Breathitt Comty, Kentucky. They are making a fine lot of poplar and oak for the fall trade.

* * *

Mr. W. Westendarp, of the W. R. Tucker Lumber Company, this city, sailed this week for points in Europe. He will investigate the condition of the foreign lumber markets with a view of making connections for the company for future business. While abroad he will visit his parents at the old home at Hamburg, Germany.

* * *

Messrs. McCausland and Zearing, comprising the firm of A. J. McCausland Lumber Company of this city, have returned from a business trip in the South.

* * *

Mr. Joseph Schoen, of the Columbia Hardwood Lumber Company, has just returned from a three weeks' visit with his brother John in New Mexico. He says that John is looking a hundred per cent better than when he left here. The many friends of John Schoen will be glad to learn of his rapid return to good health.

* * *

The East St. Louis Walnut Company is a new corporation, the managing head of which is Mr. J. L. Lane, formerly of Kansas City, but for the last year a factor in the hardwood trade of Chicago. The company is capitalized at \$33,000, and have purchased a block of ground in East St. Louis, which will be their headquarters, 200 feet wide by 1,250 feet long, located on the Southern Railway. They will at once put in a double track through the yards and erect a large band saw mill. As the name indicates, they will cut walnut exclusively, and will cater both to the foreign and domestic trade.

* * *

The Snyder & Son Company of Piqua, Ohio, one of the largest pole and whiffle-tree manufacturers of the country, have recently closed contract with the Chicot Lumber Company of Chicago and Blissville, Ark., to locate a large plant at the latter point for the manufacture of their special line. They will begin at once the erection of their mill and factory, which, from advance information, will be of sufficient capacity to take a large amount of the hickory produced by the Chicot Lumber Company.

Mr. Leszynsky, the secretary of the

Chicot Lumber Company, in speaking of the transaction, said it was an important move in line with the recent tendency of getting at the base of supplies and the consequent development of the South. It is quite a welcome addition to the town of Blissville. There is another opportunity of similar character at the same point on lands owned by the Chicot Lumber Company that might be of interest to some of our readers who contemplate opening up or changing location of a handle and spoke factory.

* * *

Thomas McFarland, the Cairo and Chicago hardwood lumberman, is taking a two weeks' vacation during the fishing period. He and his family are at Pewaukee Lake, Wis.

* * *

The W. & B. Hardwood Lumber Company have increased their capital stock from \$10,000 to \$25,000.

NASHVILLE NEWS.

The Nashville Lumbermen's Association organized recently, with John B. Ransom president, has already shown itself a power in the affairs of Nashville and that the organization is one of permanence and eminent importance to the business and social interests of the lumbermen. They have rooms in the Wilcox building, which have been nicely furnished with desks, chairs, etc., and are constantly open to the visiting lumbermen as well as members of the association. It is intended to prepare a large bulletin in the room on which members may post any shortage or oversupply of stock, or anything desired to be brought to the attention of the membership. At a recent well attended and important meeting, the adoption of a standard system of measurements came up, for which the Doyle-Scrimber scale was selected. Also the tax cases were brought up for final settlement, which, it will be remembered, arose from an attempt by the legislature of the state of Tennessee to tax logs and lumber in the yards and terminated a short time ago by the declaring of such tax unconstitutional by the Supreme Court. This tax was fought by the combined lumber interests and the result is very gratifying—that no lumber or logs such as may be the product of Tennessee can be taxed in the hands of dealers.

Mr. J. H. Baskette, who was one of the promoters of the Nashville Association and who was temporary secretary until the election of Mr. J. H. Baird a few weeks ago, says that this organization fills a long-felt want among the lumbermen and means a great deal to the lumber interests. He says that they have in a way suffered from a lack of co-operation and of close relations, both business and social, and the association, he thinks, will remedy all this. The movement is receiving the unanimous support of all the interests here.

* * *

Nashville parties have secured the timber on a 6,500 acre tract of land near South

Pittsburg, Tenn. J. R. McElwane, of this city, and T. D. Johns of Sherwood engineered the deal. The purchasers as soon as they organize will put in a band saw mill. They will also build several log tramways and employ about 100 men.

* * *

There will be a full attendance of the Nashville hardwood people upon the Louisville convention June 3.

* * *

Mr. J. T. Burford, of the Burford Lumber Company of Chattanooga, was here this week.

* * *

Mr. Chas. Troutman, a saw mill man of Vale, Tenn., was here a few days ago with local lumbermen.

* * *

Mr. J. M. Ransom, of John B. Ransom & Co., is in West Tennessee this week.

* * *

M. P. Mallon's cooperage works on Division street burned a few nights since, entailing a loss of a couple of thousand dollars.

* * *

Former Gov. J. G. Jackson of Maryland, one of the leading stockholders in the Jackson Lumber Company of Alabama, passed through these parts a few days ago in company with President Milton Smith, of the Louisville & Nashville Railroad. They were going to Opp, Covington County, Ala. They also intended to visit the Alger plant at Century, Ala. It was announced recently that a two-thirds interest in the Jackson Land Company had been purchased by Iowa capitalists who would manufacture off 147,000 acres. The stockholders are the same in the companies generally. Opp will be the site of the new mill, which it is said may be the largest in the South. It will employ 400 men. It is announced that a timber railroad will be built from Opp in a southern direction.

* * *

The Illinois Central Railroad is considering putting in repair shops here at a cost of \$500,000.

MEMPHIS MATTER.

W. K. Baskerville of Taylor & Baskerville, saw mill people at Stanton, Tenn., was here this week.

* * *

C. W. Hanna, a member of the lumber trade from New Orleans, was here this week.

* * *

Theo. Courcier, a lumberman from Paducah, Ky., was here a day or two since.

* * *

The Lansing Wheelbarrow Company, a \$500,000 corporation of Lansing, Mich., that is known extensively in the export and American trade, will put in a factory in South Memphis before fall. E. W. Sparrow is president, and A. C. Stebbins, secretary and treasurer. The material will include gum, with which the firm has recently been experimenting. These raw supplies will come from a 12,000-acre

tract near Parkin, Ark., which they recently purchased of Fee Bros.

* * *

Mr. E. M. Schulte, a prominent saw mill man from Glendora, Miss., was in Memphis this week.

* * *

The Griffith Lumber Company at Peavine, near Crossville, Tenn., will complete this week a sixteen-mile tram road to Dorton, on the Tennessee Central Railroad. The company has four mills in operation and will ship several million feet of lumber from the Peavine set.

* * *

The Boyd-Hudson Lumber Company of South Bend, Ind., has filed its charter in Arkansas. They will put up a mill at Oklahoma and manufacture in hardwoods.

* * *

The Diamond Lumber Company at Cargile, Union County, Ark., has just been incorporated with a capital stock of \$10,000. J. W. Tafft is president and J. C. Place, secretary and treasurer.

* * *

The Janes-Keeney Lumber Company at Isola, Miss., is putting in a planning and flooring mill department.

GOTHAM GLEANINGS.

William H. Wetmore, whose father, the late A. B. Wetmore, was a prominent wholesale hardwood dealer here, and who represents locally the hardwood firm of R. P. Baer & Co., Baltimore, was married in this city on the 15th inst. to Mrs. Rebecca Cornelia Schott, prominent socially both here and in the South. Mr. Wetmore is a graduate of Columbia University.

* * *

The latest step in the Chequasset Lumber Company failure was taken in this city last Thursday, when the claims of 110 creditors were filed, aggregating about \$500,000. Total liabilities are estimated at \$250,000 more. James R. Burnet, of 135 Broadway, was elected trustee, with a bond of \$30,000, which represents cash assets on hand. Forty banks filed claims, the 70 others being principally those of lumber concerns. Among them were the American Lumber Company, \$5,012; Thomas T. Adams, \$3,496, and the Rittenhouse & Embree Company, \$3,013.

* * *

A number of hardwood lumber exporters are members of the recently organized Export Club of New York, with offices in the Coffee Exchange building. The object of the club is to bring the manufacturer and foreign buyer together.

* * *

Recent visitors to the trade were: C. T. Cooke, manager of the Maple, Birch & Beech Flooring Company, Gaings, Pa.; W. M. McCormick, Philadelphia; C. H. Caldwell, president of the Flint River Lumber Company, Bainbridge, Ga.; F. L. Peek, of the Leekmann Lumber Company, Scranton, Pa.; J. E. T. Bowden, Jacksonville, Fla.; Robert Patterson, Philadelphia; Frank Folsom, of the Whiting Lumber Company, Elizabethtown, Tenn.; J. H.

Kirby, of the Kirby Lumber Company, Houston, Tex.; W. L. Sykes, president of the Emporium Lumber Company, Keeting Summit, Pa.; Pennemis White and John N. Scatcherd, Buffalo.

* * *

James F. Welch, formerly a lumber dealer at One Hundred and Thirty-seventh street and Fifth avenue, has been discharged in bankruptcy. His liabilities were about \$45,000.

* * *

Fire destroyed the Bradbury piano factory in Brooklyn last Wednesday, causing a loss of fully \$250,000.

* * *

The Hoboken planing mill strike is ended. The workmen have accepted the owners' terms.

* * *

The courts having confirmed the composition of G. L. Schnyler & Co., lumber dealers, Ninety-eighth street and the East River, of 10 per cent cash and stock in the new company; the latter has been incorporated at Albany with \$200,000 capital. The directors are S. M. Richardson and J. J. Curry, New York, and G. I. Collins, Jersey City.

* * *

The executive committee of the National Wholesale Lumber Dealers' Association was in session this week at the offices, 66 Broadway. This was the first meeting since the convention at Chicago. It is believed that many vital questions came up for discussion and settlement, but the session being an executive one, the proceedings are not known.

• CINCINNATI GOSSIP.

Messrs. Gregory S. Stewart and Athel V. Jackson announce that they have formed a partnership under the firm name of Stewart & Jackson, with headquarters in this city, for the purpose of dealing in wholesale quantities of hardwoods, poplar and yellow pine. They will have an office in the Union Trust building.

* * *

E. L. Edwards of Dayton, O., was in town lately and reports business up his way as satisfactory.

* * *

J. H. Trump, formerly with Farrin-Korn Lumber Company, but now connected with the Minnesota Lumber Company of Moultrie, Ga., also spent a few hours with local dealers.

* * *

Ferd Brenner, of the Ferd Brenner Lumber Company of Chattanooga, was another welcome visitor from the South.

* * *

W. H. Stark, a prominent lumberman of Orange, Tex., spent some time in Cincinnati on his way en route to New York.

* * *

The plant of the Ohio Scroll & Lumber Company of Covington, Ky., was totally destroyed by fire on May 10. The loss is estimated at \$100,000.

BOOKS AND CATALOGUES.

The American Blower Company of Detroit, Mich., have sent us a copy of their illustrated catalogues, one of them being devoted to the exploitation of the famous "A B C" Dry Kilns, and the other one to Ventilating Fans. The former is a book of more than 70 pages, and is strictly high-grade typographically and otherwise. It describes fully the "A B C" moist air and Blower systems and shows the adaptability of both. The Disc Ventilating Fans as manufactured by them are fully described in a separate book and shows the numerous and varied applications to which they are put.

We are in receipt of catalogue "B," issued by R. R. Howell & Co., manufacturers of saw mill machinery, Minneapolis, Minn. It is quite a comprehensive affair, showing their entire line of goods, both in a descriptive and illustrative way.

The report of the tenth annual meeting of the National Wholesale Lumber Dealers' Association, held in Chicago, on March 5 and 6 of this year, is at hand. It is quite an interesting and valuable document. Besides the annual reports of officers, the proceedings in detail, etc., it includes the new standing committees and a list of members numbering more than 300.

T. K. Edwards, lumber agent of the Illinois Central Railroad, has prepared a list of the saw mills, shingle mills, stave and heading mills, spoke mills, etc., located on its various lines in Kentucky, Tennessee, Mississippi and Louisiana. Col. Edwards was assisted in the compilation of this book by the representatives all along its lines, and it is therefore particularly complete and accurate as well as comprehensive. It contains the name of the mill owner or operator, name of station at which located, postoffice address, kind of lumber manufactured and capacity per day.

It is the desire to circulate this book wherever there is anyone interested in the lumber product along the Illinois Central lines. To that end it may be secured from T. K. Edwards, lumber agent, 99 Adams Street, Chicago; W. E. Keepers, general freight agent, Chicago; F. B. Bowes, general freight agent, Louisville, Ky.; W. M. Bhatt, general freight agent, New Orleans, La., or from any agent or representative of the Illinois Central in the United States or Europe.

The Forestry Department at the World's Fair at St. Louis has issued their first circular, which gives the plan and scope of the work intended in that department. It also contains the official classification, which was published some time ago in these columns. A copy of this circular can be obtained from Acting Chief Department of Forestry, Tarleton H. Bean, World's Fair, St. Louis, Mo.

OBITUARY.

C. W. GOODLANDER.

The death of Charles W. Goodlander, at Fort Scott, Kan., last week, removed one of the prominent lumbermen of the United States and a well-known and beloved character.

He was born in Milton, Pa., in 1834, and started west in 1855, finally landing at Fort Scott, Kan., where he has since resided. He has been prominently identified with the lumber interests, largely in the yellow pine industry. He was president of the Southern Lumber Manufacturers' Association for two years, and at the time of his death was vice-president of the Central Coal & Coke Company of Kansas City, Mo., besides being interested in many live retail yards throughout the West.

While Mr. Goodlander was best known as a lumberman, he was identified with various other lines of business. He took great pride in the welfare of his adopted city. He recently built the Hotel Goodlander at a cost of \$200,000, at Fort Scott, was president of the Citizens' National Bank and twice elected mayor of Fort Scott. He left a mark of his appreciation of Fort Scott, Kan., in a book of memoirs, which he published a year or so ago, under the title of "Recollections of Early Days in Fort Scott."

Personally he was a man of energy, and spirit, open-handed and liberal, with probably as many warm personal friends as any lumberman in the country.

GEORGE P. MASSENGALE.

The death of George P. Massengale, the active member of the hardwood lumber firm of Russell-Massengale Commission Company, St. Louis, Mo., which occurred on May 6, was sad news to his many friends in the trade. Mr. Massengale was on the road to recovery from a five weeks' seige with typhoid fever when congestion of the lungs developed and hastened his death.

Mr. Massengale was born in Wrightsboro, Ga., in 1843. He enlisted in the Confederate army at the age of 18 and served four years, rising to the rank of colonel. He went to Nashville, Tenn., at the close of the war, engaging in the grain trade, and in 1876 transferred his business interests to St. Louis. Some time later the Russell-Massengale Commission Company was formed, and he gave up the grain trade to engage in the lumber business, which he followed up to the time of his death. He was a member of the Royal Arcanum, the Confederate Veterans Association and Lumberman's Exchange.

Mr. Massengale was of a cheery, sociable disposition, and will be remembered for his courteous manner and a strict adherence to what he believed was his plain duty.



MARKET REPORTS

CHICAGO.

Speaking generally, the local trade situation is good. Factories are all running full time, prices are being steadily maintained and dry stocks are not in overplentiful supply. The usual number of shipments is being made, yet there is eurrent the report of a dearth of inquiry just now and orders are not being booked with the accustomed regularity.

The dealers here, however, are not discouraged over the outlook. They are getting their order books cleaned up and are replenishing their supply on every justifiable occasion. The salesmen of the different concerns here are not finding the picking so easy. During the early part of the year it was simply a question of "have you got the stock dry?" It resulted in boosting prices all around and now since trade has dropped off values are being hammered, but to no appreciable extent. In fact, price conditions throughout the entire hardwood line are very satisfactory, and while actual trading has slackened up a bit, the present and future supply is of such nature that good, steady prices are likely to be maintained throughout the year.

In plain-sawed red oak there is no new feature.

The best selling thickness is 1-inch and both No. 1 common and firsts and seconds are active, and there is no reason for their selling below the top price.

Quartered white oak is not quite so active, but there is no apparent feeling of uneasiness among the larger holders of this class of stock.

There is no change in the poplar situation either. The usual amount is moving and the same strength in prices prevail. Prices should advance under existing conditions. White pine is way up in the better grades and poplar is just as good for most purposes. The present consumption is comparatively large and dry stocks are in short supply, both locally and at the mills.

Cottonwood is enjoying its usual prosperity and the other southern woods are in their usual good demand. Gum is being used to a greater extent than formerly and is growing in favor.

The northern hardwoods are arriving in considerable quantity just now, but prices are not affected thereby. The local and small consumption of dry stocks in maple, birch and basswood is large. Basswood is particularly active and prices. Maple maintains its earlier position, high. Birch is increasing in demand,

CINCINNATI.

Cincinnati, O., May 27, 1902.

All branches of the lumber business are very busy and everyone is looking forward to a very prosperous summer. Thus far the state of trade has been extremely gratifying to everyone concerned, and there is no good reason why these prosperous times should come to an end in the near future.

A matter which is causing a great deal of inconvenience at present is the manner in which some of the southern railroads are handling freight. Delays are frequent and rolling stock scarce.

The Cincinnati lumbermen who attended the meeting of the National association are all back at their desks and profess to be very well pleased with results. They were pleased with their reception and had a good time.

The demand for poplar is strong, but it is a matter of record that sales are not as numerous as they should be. High prices may be the cause of that; in fact, it must be, as the stocks of the manufacturers using poplar are reported very light.

It is not to be wondered at that dry stocks of cottonwood are very scarce, as large sales in this wood are a daily occurrence. Admitting the fact that an enormous amount of cottonwood is cut every year, it is still a matter of surprise that this wood has lasted as long as it has. Higher prices are now being realized on cottonwood right now than at any other time in its history. This is true of all grades and thicknesses.

For a long time cypress lumber has been rather difficult sale, but it seems as if the time is at hand for this lumber to take its accustomed place in the matter of sales. During the past two weeks one of the local wholesale firms made a sale running up in the hundreds of thousands. Prices are firm and bid fair to continue so.

A continued steady demand is still the order of things in gum. Firsts and seconds red gum in almost every thickness is meeting with steady sale. Red common gum is still the best seller, while sap common is a trifle slow. Clear sap gum, however, is steadily improving. Mill cull gum is moving readily and at good prices.

Ash lumber isn't in as strong favor as it has been lately. The call for inch stock is rather light at present. Ash 1½ and 2 inches thick in firsts and seconds and common is doing pretty well.

Plain white and red oak in the upper grades is easy sale, at the right prices. Quartered white oak is also enjoying a good call, while quartered red oak is in

better demand than for some time past. Prices on all kinds of oak lumber are high and firm.

Plain-sawed sycamore is in good demand and a scarcity of dry stock has manifested itself.

Of the other hardwoods, chestnut and cherry are in the strongest demand.

NEW YORK.

New York, May 27, 1902.

It is a queer condition of affairs that confronts the local hardwood dealer just at this time. Yard trade is dull because building operations have not materialized to anything like the extent anticipated and—stocked up for.

During the winter, when everything pointed to splendid business this spring, not alone the yards, but the door and trim manufacturers, and the hardwood manufacturers, bought heavily so as to be all prepared for the big business.

It did not materialize. The tenement house law, the high prices of material and the strikes combined did what, perhaps, either one alone might not have accomplished—took the wind out of the sails of contractors, builders and investors, so that spring came with big stocks on hand in the retail yards and few new building operations started.

Contract work continues, of course, but that can hardly be termed the support of the lumber trade, and as far as Manhattan and the Bronx locally are concerned matters are dull.

There is a bright side to the picture, though, and that is to be found in the condition in the outlying districts. Of course, there have been the usual strikes in New Jersey and elsewhere, but a large amount of building was done despite these temporary disagreements with labor. This has undoubtedly sustained the wholesale market, for local manufacturers of interior woodwork and trim are carrying ample stocks for all present needs and have therefore largely shut off on their buying proclivities.

There are even rumors that local hardwood wholesalers are finding it incumbent upon them, in efforts to dispose of stocks, to visit near-by cities, and it is remarkable, if this be true, that prices not only remain firm, but have a tendency to advance.

None of the woods can be picked out as stronger than another. All are steady, due naturally, to some extent, at least, to scarcity of stock. Taking everything into consideration, the demand is good and nothing

here written should be understood as meaning that the lumber trade generally is not in a prosperous condition. Still, it is not due to the building going on in Manhattan and the Bronx—the usual mainstay of the trade—that such is the case.

NASHVILLE.

Nashville, Tenn., May 27, 1902.

The lumber situation in Nashville shows no change within the past month. The demand for manufactured stock continues very good indeed, and rather in excess of the supply, which is much smaller than at this time in previous years. Prices show a tendency to advance in all lines, and the association prices are being strictly maintained on all woods purporting to be controlled thereby.

Poplar, of course, heads the list, and the general tendency of this wood is indicated by the meeting the Poplar Manufacturers' Association, held in Lexington, Ky., recently. The producers understand the situation as regards present and probable supply and feel justified in having made the advance in prices.

Dry oak in both plain and quartered stocks are not by any means in plentiful supply and prices are being rigidly adhered to.

There is a continuation of the former favorable reports regarding yellow pine and there is a better call for chestnut.

MEMPHIS.

Memphis, Tenn., May 27, 1902.

The mills are running on full time and the situation in the country districts is improving. Prices still have an upward tendency and there is no appreciable increase in the supply here or at outside points. There were not as many visitors from other markets here during the past two weeks as usual, probably because the picking is not so good, but the volume of business is just as great, most of the transactions being carried on by correspondence.

Gum and cottonwood are having a good call and more than that, prices are being well maintained.

Cypress is in strong demand and scant supply.

Oak of all kinds and grades is scarcer and more sought for in this market than for a good many years past, and prices! well, the Memphis lumbermen don't pay much attention to making prices. They just let the buyers bid and if one bids high enough they let him have a few boards.

The situation in Memphis is very satisfactory to Memphis lumbermen if they could get logs in a little faster.

The Goeppinger & Myers Company of Piggott, Ark., was incorporated recently for \$25,000.

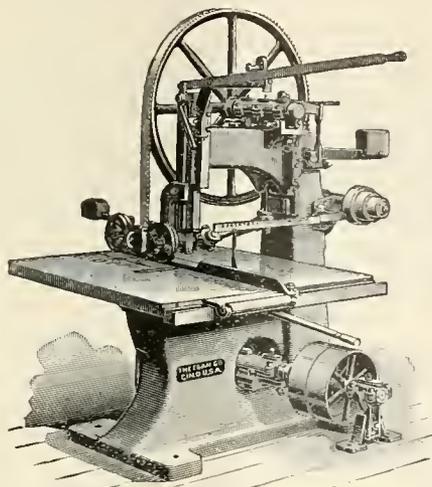
The Lansing Wheelbarrow Company of Lansing, Mich., have purchased a 10-acre site here and will erect a plant at once.

IMPROVED BAND RIP SAW.

If any of our readers have much ripping to do, the machine shown herewith is bound to prove advantageous, as its makers claim it will surpass in quality and quantity any in this line they are now using. It is meeting with success wherever in use, and is designed for all wood workers in general. It was patented February 27 and October 2, 1900, and special attention is invited to the following features.

1. It will rip to 24 inches wide and from 1 to 10 inches thick without changing blades, either hard or soft wood quickly and accurately, and with no danger to operator of stock being thrown back. All the different adjustments are easily and quickly made, saving time, labor and attention.

2. The patent straining device, used in



IMPROVED BAND RIP SAW.

connection with the top wheel hanging solely on a knife edge balance, insures at all times an even and uniform tension on the saw blade, a decided improvement to lengthen life of saw blade. Owing to the thinness of the saw blade, the slight kerf removed is a saving which will be readily appreciated by all users of fine lumber.

3. The feed is powerful and steady, and the feeding-in and feeding-out rolls being close together, short stock can be worked to advantage. By a single movement of a lever the machine can be used as a hand feed rip saw.

4. For shops where flooring is made in large quantities, the machine can be fitted with a long table on which are rolls for quickly returning the material, thus saving much valuable time.

The makers of this improved machine, J. A. Fay & Egan Company, of No. 414 to No. 434 West Front street, Cincinnati, Ohio, will be pleased to hear from those interested, to whom they will send prices, particulars and cuts fully describing same, as well as their new illustrated pamphlet on the care of band saws. Their new and complete catalogue will also be sent free to those interested.

NORTHWESTERN HARDWOOD CONDITIONS.

Mississippi Valley Lumberman.

Since the first of the year there has been a decided change for the better in the condition of the hardwood lumber market in this part of the Northwest. Up to the first of the year the general advances in the value of pine lumber had not extended to various hardwoods produced in this locality. The winter before there had been a considerable amount of hardwood lumber manufactured, especially in certain woods, and the demand had not taken care of the supply of those that were most plentiful. The whole hardwood market was affected by the depression on a portion of the stocks, and prices were low. The manufacturers and jobbers did not seem to appreciate the value of their lumber and had no source of information that gave them an idea of how much of any one kind was to be had.

At the beginning of the year the members of the Northwestern Hardwood Lumbermen's Association got together and commenced a canvass of the situation. It developed that many stocks that were supposed to be long, or at least plentiful in supply, were nearly out of the market, and with this knowledge came the realization that hardwood lumber had been selling very low in comparison with the prices asked by the manufacturers of white pine.

Since then there has been a gradual strengthening of the market, and hardwood lumber is just commencing to bring something near what it is worth. Just now, when spring trade is well started, it appears that many stocks are decidedly low. Lumber sawed the past winter and spring will not be ready for the market for some time, and old supplies of many woods are nearly exhausted. Birch has been one of the weakest on the list, but is much more valuable now than it was three months ago. There is practically no old birch to be had. Basswood had been low in price, but that, too, has advanced. Both red and white oak were in better condition at the beginning of the year. They have been the best items on the market at all times and are ready sellers when other woods are begging for buyers. The demand for ash has been better, and it has been bringing better prices. Elm has improved in price and demand.

By the time new stock is ready for the trade the supplies of old lumber will be pretty well cleaned up. Largely increased building operations have brought with them a great increase in the demand for hardwood lumber. The market will probably grow stronger as the year advances, and when the new lumber goes on the market, prices will be established on a basis that will at least insure for the producer a fair amount of profit, something he has not known for several years back.

On May 15 the Lesh, Prouty & Abbott Company's saw mill at East Chicago was burned. The loss is estimated at \$30,000, with no insurance, the company carrying its own insurance on the mill. They are reconstructing and will be ready for operation soon.

The R. W. Kennedy Lumber Company's plant, including saw mills and lumber yard, was destroyed by fire May 14. The loss is estimated at \$200,000.

Messrs. Weidemann & Clough, hardwood dealers, of Marinette, Wis., have leased ground in Menominee, Mich., and are putting in a stock of hardwoods at that point.

**WISCONSIN
HARDWOODS**

LOG RUN OR ON GRADE.

"SHAKELESS" HEMLOCK,

THE BEST IN THE LAND.

GOOD GRADES. PROMPT SHIPMENTS.

MIXED CARS

PINE, BASSWOOD, BIRCH, MAPLE,
ELM, OAK.

JOHN R. DAVIS LUMBER CO.

PHILLIPS, WIS.

Watch this Space for Our
Special Wants Every Issue

We Now Want to Buy

For Immediate Delivery:

- Two cars 1-in. 1st and 2nd Qtd White Oak.
- 30 M ft. 2-in. 1st and 2nd Plain White Oak.
- 50 M ft. 2-in. 1st and 2nd White Ash.
- 3 cars 1-in. Cull Walnut.
- 2 cars 2-in. Common and Cull Walnut.
- 100 M ft. 1-in. 1st and 2nd Plain Red Oak.

WRITE US.

A. J. McCAUSLAND LUMBER CO.

1109 Forl Dearborn Building, Chicago.

**FOR SALE—SECOND-HAND
WOOD WORKING MACHINERY.**

The following machines are offered at special terms, thoroughly tested and tried here before shipping. Others will be found in our new complete list, which we will be pleased to send, and also quote lowest prices:

147 One London, Berry & Orton Vertical Cutting-Off Saw, for timbers, table 36x15½ in. and swivels to an angle of 30 degrees, can use saw 24 in. in diameter, will cut off 15 in. wide by 5½ in. thick, arbor adjusts vertically and automatic adjustment to saw arbor, one saw and c. s.

210 One L. Power & Co. Mitre Saw, designed to accomplish perfect and accurate work in every variety of mitre cutting and especially for gilt and enameled moldings, will cut from the smallest moldings up to 8 in. square, saw 20 in. in diameter and has vertical adjustment by screw and hand wheel, sliding table on rollers, with c. s.

699 One London, Berry & Orton Carriage Cut-Off Saw and countershaft.

915 One J. A. Fay & Co. Special Roller Carriage Cut-Off Saw, to cut off 5 feet square, wood sliding table 10 feet long, complete with saw blade and countershaft. Machine well adapted to box work.

One J. A. Fay & Co. Extra Large Duplex Patent Planing, Matching and Beading Machine, with two short upper cylinders to plane two sides up to 7 in. thick and match up to 8 in. wide on two pieces of flooring of unequal thickness simultaneously, feed rolls 7 in. diameter, four side slotted steel cylinders with 2¼-in. journals, matcher splindles 1½-in. diameter, complete with knives, matcher heads and bits.

1122 One Teal, Double Surfacers and Matcher with heading attachment. Planes 24x4 inch. Upper cylinder double belted, lower cylinder single belted. Countershaft on machine. Has no feed out rolls after lower cylinder. Machine has six rolls 4¾ inch diameter.

703 One Doncaster 8-in. Molding Machine, to work three sides, with one two-sided 8-in. solid upper head, fitted with straight knives, and with pair of two wing molding heads for side splines.

921 One J. A. Fay & Co. No. 2 Three-sided 6-in. Molder, outside bearing to main head, two driven rolls, complete with set of straight knives on each head and countershaft on the machine.

1121 One Fay D Universal Woodworker and 8-inch Molder, complete.

J. A. FAY & EGAN CO.,

414-434 W. Front St.,

Cincinnati, Ohio

**SPOT
GASH**

I want a large quantity of 1st and 2nds and common plain and quartered oak.

H. E. CHRISTIAN,
INDIANAPOLIS, IND.

**CASH PAID FOR LUMBER
SEND LIST.**

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IF you want cash for your lumber, write

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Established 1881.

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25,000 FEET 1st and 2nd 1-inch RED GUM.

50,000 FEET Shipping Cull Plain Red and White Oak, bone dry.

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If you want to buy or sell anything in hardwoods write AMERICAN LUMBER & MFG. CO., Pittsburg, Pa.

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BUYER AND EXPORTER OF

HARDWOODS, POPLAR AND LOGS.

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.

BALTIMORE, MD.

A CHANCE TO MAKE YOUR MONEY WORK FOR YOU.

Would any reader of the HARDWOOD RECORD want to back an incorporated company for \$7,000? First mortgage security given on 1,500 acres of land, lying for four miles on both sides of Southern Railroad at Saxe, Va., a 35-barrel flour and 250-bushel corn mill, both water and steam power, a 25 horse-power steam saw mill, a 10 000 a day brick and tile mill, a new \$3,000 dwelling, four other dwellings and a store room; title perfect. A 500-acre tract just sold state for experiment farm. New depot being erected, 1,600 feet siding. Parties want \$5,000 advanced now, balance as spent in improving. Will pay 6 per cent interest, semi-annual payments. For further particulars address

J. V. S., care HARDWOOD RECORD.

W. A. RUST, Prest. F. R. GILCHRIST, V.-Prest. W. E. SMITH, Sec'y-Treas.

W. E. SMITH LUMBER CO.

Manufacturers and Dealers

HARDWOOD LUMBER

CAIRO, ILLINOIS.

OAK, ASH, POPLAR, COTTONWOOD

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5 cars 2-inch sap poplar; 5 cars 2-inch common poplar.

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WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.
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30 to 40 feet long. White or Burr Oak.
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One heavy, double circular mill, 75 H. P.; two swing cut-off saws, one self-feed rip and one band saw, one eight gauge lathe, one dowel machine, one edger.

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Choice hardwoods, finest in the market. Well located tracts ranging from 3,000 to 50,000 acres. Accessible by rail or water. Descriptions furnished.

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Parties running a band saw mill in the South, cutting about 30,000 feet of hardwood lumber per day, consisting principally of quartered white oak, plain oak and poplar, want to sell the whole product to one reliable concern, who will take it either green or dry.

Have on hand about a million and a half feet in shipping condition. All the lumber is well manufactured and put up each grade separate, also located on a railroad, where cars can always be secured in a few hours, so that shipment can be made same day, or day after receipt of order.

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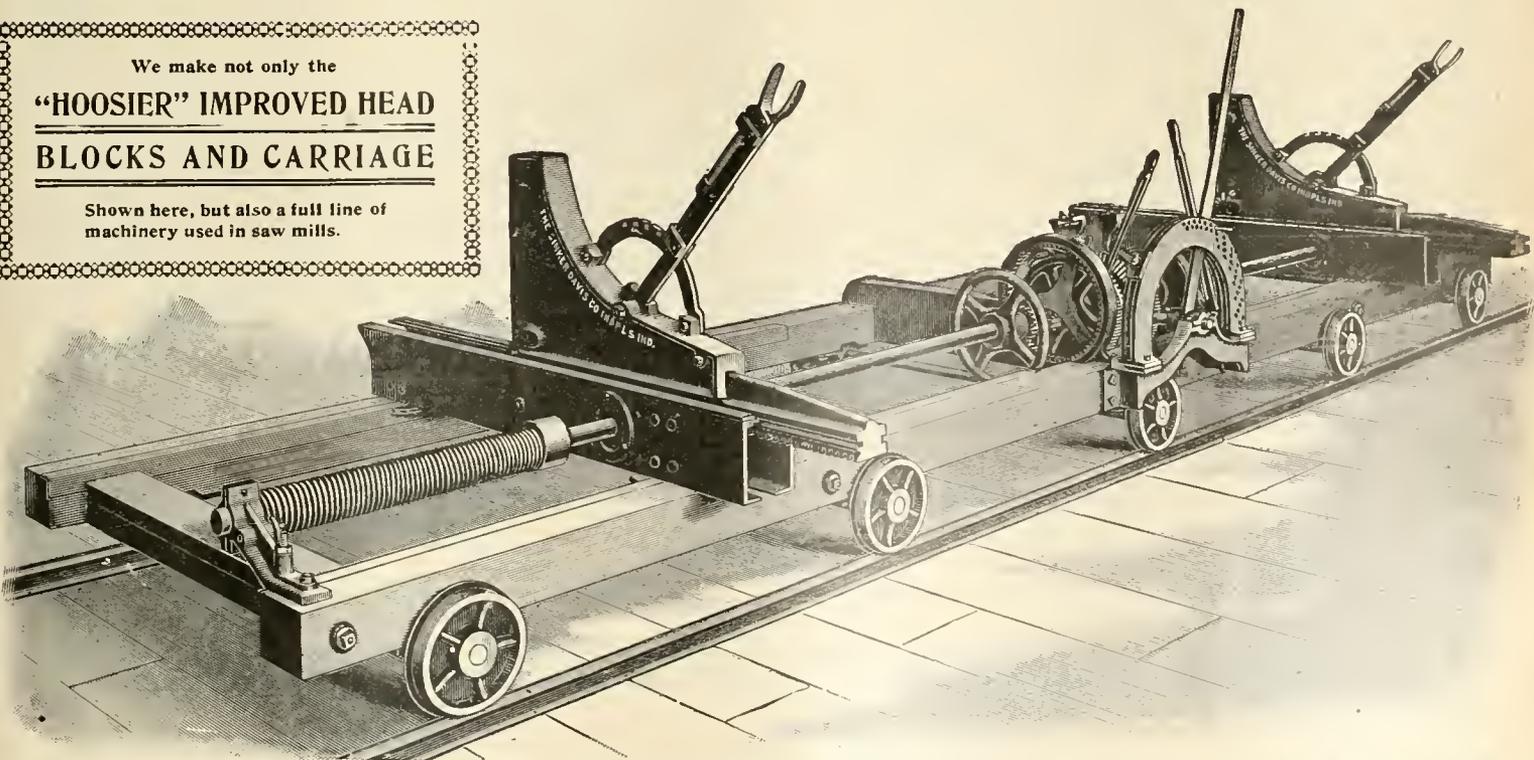
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Plain White Oak.

10,000 feet 1-inch firsts and seconds.
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Elm.

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25,000 " 1½ " firsts and seconds and common.
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12,000 " 1 " common.
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5,000 " 1½ " cull.
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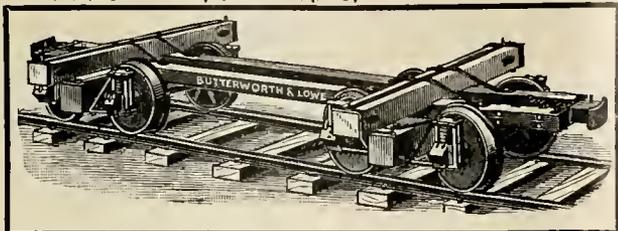
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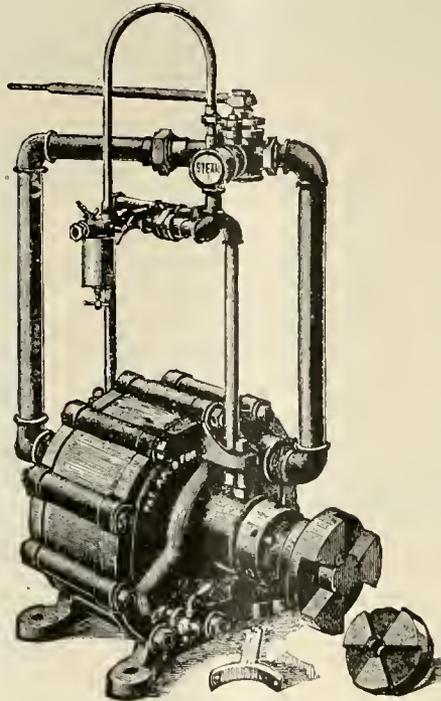
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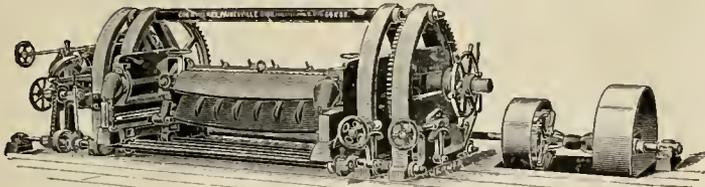
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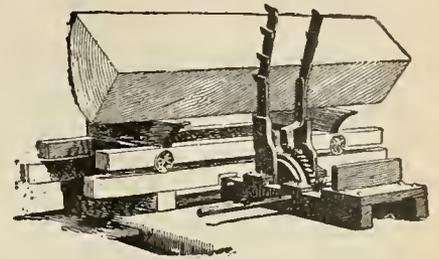


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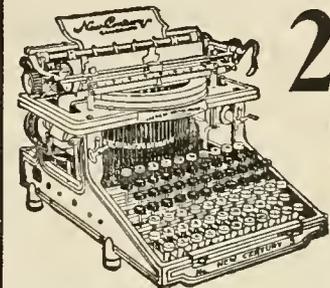
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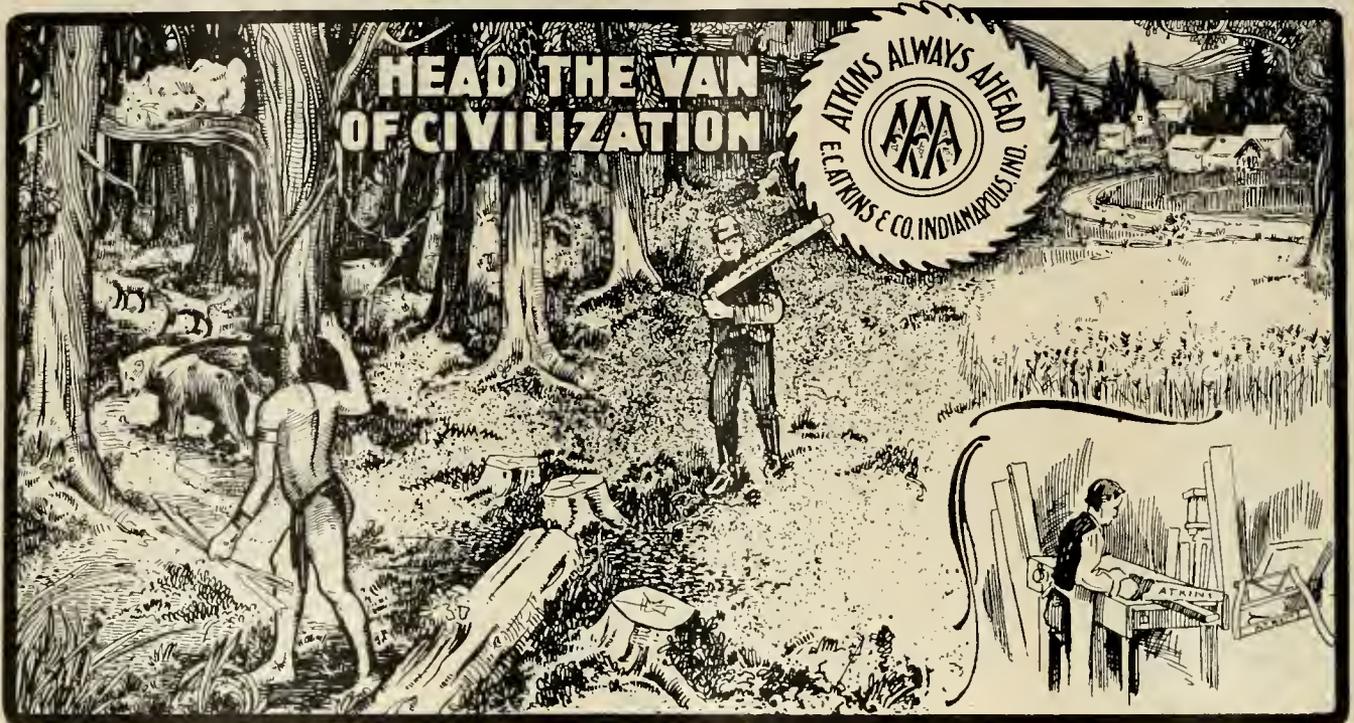
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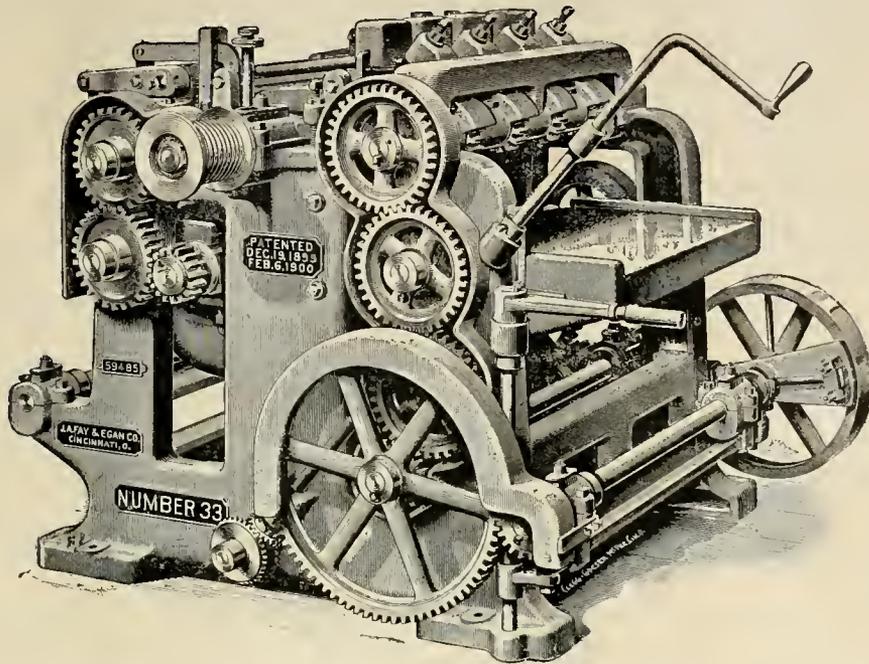
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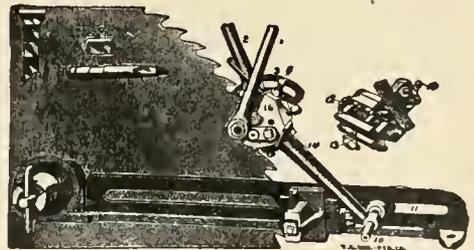
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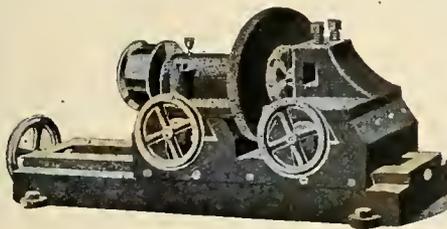
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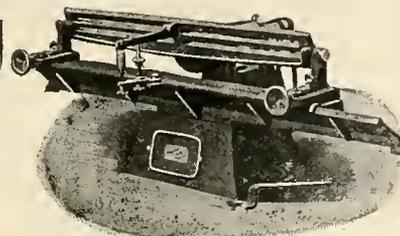
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Vol. XIV.

CHICAGO, JUNE 14, 1902.

No. 5.

E. Sondheimer Co.
 MFRS. **HARDWOOD AND BASSWOOD LUMBER**
 MAIN OFFICE & YARD
 S.W. Cor. BLUE ISLAND AVE.
 AND WOOD ST. **CHICAGO**
 Branch Yards: Cairo, Ill., Wausau, Wis., Paducah, Ky., Caruthersville, Mo.

Covel Mfg. Co.
 — IMPROVED —
Filing Room Machinery
 NEW EDITION OF CATALOGUE SENT
 ON APPLICATION.
Chicago, Ill.

The Tegge Lumber Co.,
 MILWAUKEE, WIS..
 BUYERS OF ALL
 KINDS OF
Hardwood Lumber

ROSS LUMBER CO.
 JAMESTOWN, N. Y.
Hardwood Lumber.
 We want to move at once the following:
 150 M feet 1 to 4 inch Dry Cherry, all grades.
 100 M feet 1 to 4 inch Dry Ash, all grades.
 300 M feet 1 to 3 inch Shipping Dry Maple, all grades.
 A few cars 1 1/4 inch Common Plain White Oak.
 Write Us For Prices.

CALL  US
THICK HARD MAPLE
 WE HAVE THE LARGEST AND MOST COMPLETE STOCK IN THE CITY
 DON'T OVERLOOK US WHEN IT COMES TO
OAK, ASH, ELM, BIRCH AND BASSWOOD.
 CORRESPONDENCE SOLICITED.
W.O. King & Co.
 Loomis Street Bridge
 CHICAGO.

CHICOT LUMBER CO.
 GENERAL OFFICES
 FORT DEARBORN BLDG.
 CHICAGO.
 We can furnish you
OAK, ASH and CYPRESS. Uniform Quality and Color.
 All Lengths and Thicknesses.
 Plenty of Dry Stock on hand.
 Correspondence Solicited.
 We Sell to Dealers Only.
 Mills at Blissville, Ark. **J. B. SHULTS, MANAGER.**
 Connections: Long Distance Telephone, Western Union Telegraph, United States Mail.

C. C. MENGEL, Jr., & BRO. CO.

MANUFACTURERS OF

MAHOGANY AND WALNUT LUMBER

ESTABLISHED 1877

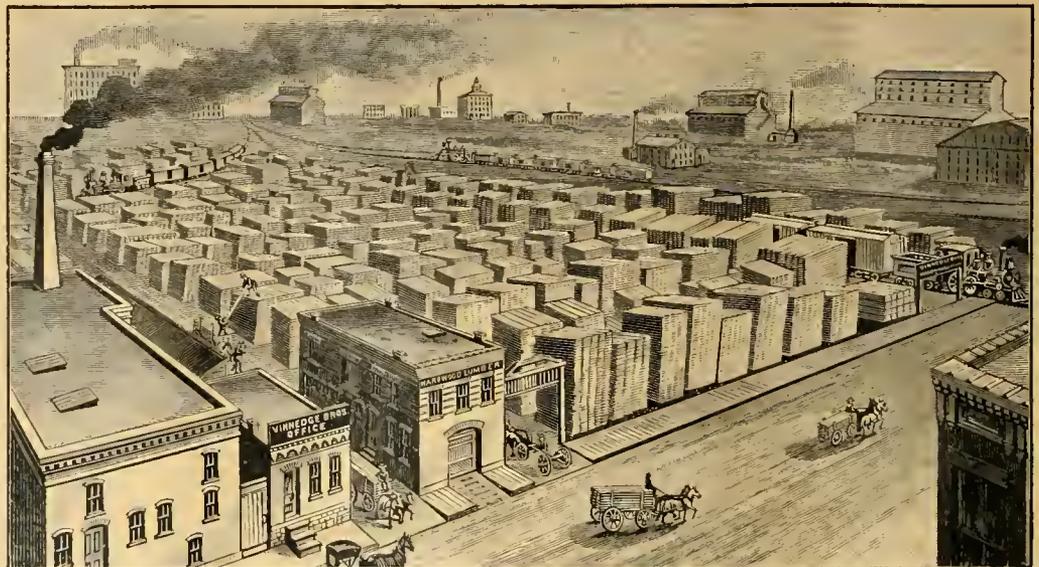
INCORPORATED 1888

SAW MILL AT :: :: LOUISVILLE, KY.

VINNEDGE BROS., WHOLESALE DEALERS IN HARDWOOD LUMBER.

We are in the market for the following kinds shipping dry lumber—standard lengths, grades and thicknesses :

- WALNUT,
- POPLAR,
- ASH,
- CHERRY,
- CYPRESS,
- PLAIN RED OAK,
- PLAIN WHITE OAK,
- QUARTERED WHITE OAK,
- MAPLE,
- YELLOW PINE,
- SOFT ELM,
- BASSWOOD,
- BIRCH,
- BUTTERNUT,
- COTTONWOOD,
- HICKORY AXLES AND
- WHITE OAK WAGON STOCK.



Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

Will send representative to look stock over and negotiate deal if quantity of lumber and offer will justify.

OFFICE AND YARD : Division and North Branch Streets, CHICAGO.

W. A. RUST, Prest. F. R. GILCHRIST, V.-Prest. W. E. SMITH, Sec'y-Treas.

W. E. SMITH LUMBER CO.

Manufacturers and Dealers

HARDWOOD LUMBER

CAIRO, ILLINOIS.

OAK, ASH, POPLAR, COTTONWOOD

PENROD WALNUT CORPORATION

MANUFACTURERS AND EXPORTERS BLACK WALNUT LUMBER EXCLUSIVELY.



THIN STOCK A SPECIALTY:

Always on the Market for Good Walnut Logs.

Ample Stock from 3/8-inch up to 4-inches thick in all grades.

Annual Capacity, 7,000,000 feet. Write or wire us when the subject is Walnut. It will pay you.

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Codes Used: A. B. C., Lumberman's and Western Union.

KANSAS CITY, MO., U. S. A.

RUSSELL-MASSENGALE COMMISSION COMPANY

SHIPMENTS MADE DIRECT FROM MILLS, LEVEE OR TRACK. NO YARDING EXPENSE. :: WRITE US.

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Hardwood Lumber

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YOU CAN REACH THE BONSACK LUMBER CO. WHOLESALE HARDWOODS ST. LOUIS BY RAIL, MAIL WIRE OR 'PHONE

HALLETT LUMBER CO.

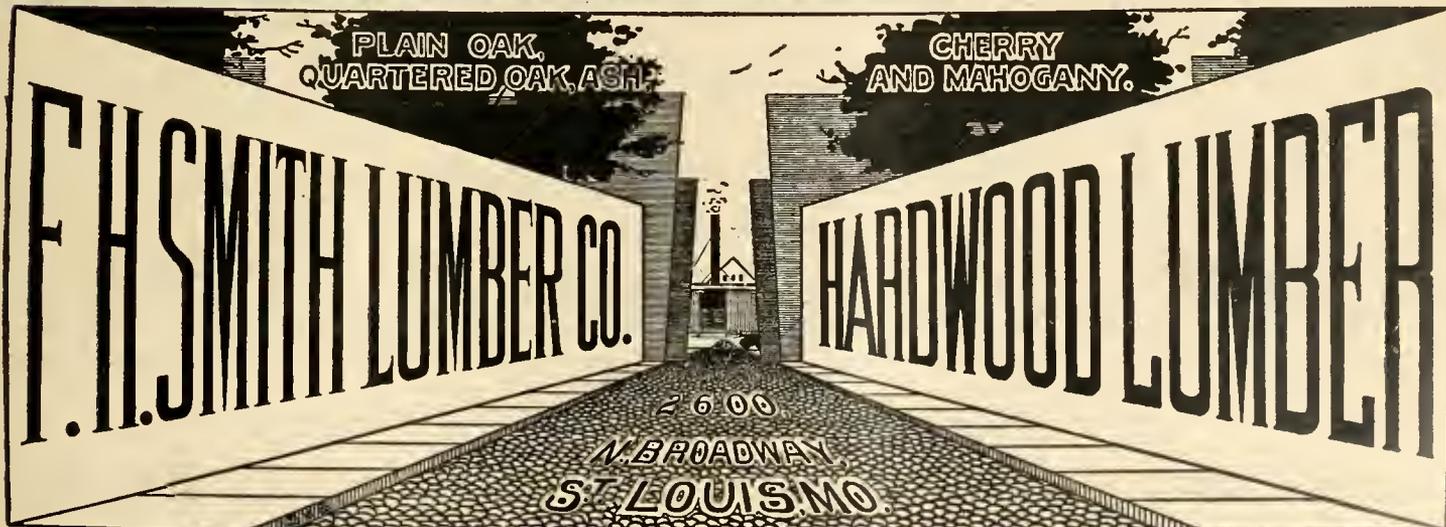
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Wholesale Hardwood Lumber.

OUR PRESENT WANTS:

Quartered and Plain White Oak, Plain Red Oak, Ash, Yellow Pine Finish, Cottonwood and Poplar Boxboards.

WE BUY FOR CASH AND INSPECT AT MILL.



F. S. HENDRICKSON LUMBER COMPANY,*1509 Masonic Temple, Chicago.***Wholesale Hardwood Lumber.**

Write us before buying—Write us before selling. Car lots direct from the mill.

MESSINGER HARDWOOD LUMBER CO.

DEALERS AND MANUFACTURERS

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OFFICE, FOOT "B" STREET, CHICAGO.

We are in the market for Oak, Poplar, Cherry, Ash, Yellow Pine, Birch and Maple. Please come us your lowest prices.

FRANK R. CRANE.
FRED. D. SMITH.**F. R. CRANE & CO.**

Wholesale Dealers in

HARDWOOD LUMBER,

Office and Yards, 440-462 No. Branch Street, Chicago.

We are in the market for all kinds of Hardwood Lumber. Will pay cash for dry stock and make inspection at point of shipment if desired.
SEND US YOUR STOCK LIST.**Empire Lumber Co.,**

CHICAGO.

WANTED: } CHERRY, OAK, CYPRESS,
 } GEORGIA PINE

Or anything you have for sale in hardwoods.

**Into the
Southland**TWO SPLENDID TRAINS
DAILY FROM CHICAGO
TO ALL FLORIDA AND
GULF COAST RESORTS**Chicago &
Eastern Illinois
Railroad****HEATH, WITBECK & CO.,**DEALERS
IN**HARDWOODS**MILL CUTS
SOLICITED

WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

We are Always in the Market for Quartered and Plain White and Red Oak, Ash, Poplar, Yellow Pine, Etc.

ADVISE US WHAT YOU HAVE,
WITH FREIGHT RATE TO CHICAGO.**22nd and Loomis Streets, CHICAGO.**

FRED W. UPHAM, President.

O. O. AGLER, Sec'y and Treas.

FRED W UPHAM LUMBER COMPANY

WHOLESALE AND EXPORT

WISCONSIN HARDWOODS

Cable Address: "UPHAM"

Specialties: Red Oak. Basswood. Birch

1615 OLD COLONY BUILDING. CHICAGO

WANTED = Southern Hardwoods.
 Keep me posted on what you have to offer
 for sale in plain and quartered
**OAK, ASH, POPLAR, COTTONWOOD,
 GUM AND HICKORY.**
 I have a steady trade for the above in all grades and thicknesses.
 Correspondence solicited.
GEO. W. STONEMAN, 1005 Marquette Bldg., Chicago.

Ryan & McParland,
 ALL KINDS OF
HARDWOOD AND WAGON STOCK
 Write us before selling. If in the market to buy we can interest you.
OFFICE AND YARDS:
 Cor. Robey Street and Blue Island Avenue, **CHICAGO.**

**LESH & MATTHEWS
 LUMBER CO.**
 UNION AND LUMBER STS., CHICAGO, ILL.
 Solicit correspondence with mill men manufacturing Plain and
 Quarter Sawn Oak, Black and White Ash, Poplar and Birch.
**WE ARE ESPECIALLY IN NEED OF
 SOME PLAIN SAWED RED OAK.**
 Send us a list of what you have in all kinds of hardwoods.

WANTED FOR SPOT CASH.
PLAIN RED OAK.
 10 cars, 1 in., 1st & 2d & com., 6 to 8 mos. dry.
 5 " 1 1/4 " " " " " " "
 5 " 1 1/4 " " " " " " "
The Columbia Hardwood Lumber Co.,
65 SOUTHPORT AVE., CHICAGO, ILL.

Telephone Oakland 863.
THOMAS McFARLAND,
 6504 Jackson Ave., CHICAGO, ILL.
**WHOLESALE
 DEALER IN Hardwood Lumber.**
 Correspondence Solicited.
 In the market to buy one million feet plain sawed Red Oak, one
 inch and thicker.

THEO. FATHAUER CO.,
 1111 FT. DEARBORN BUILDING, MONROE AND CLARK STREETS,
CHICAGO.
WHOLESALE HARDWOOD LUMBER
 IN CAR AND CARGO LOTS.
 SMALL DIMENSION STOCK IN MAPLE, ELM, BEECH AND OAK A SPECIALTY.
 Desire to contract with responsible manufacturers for large blocks of
 Poplar and Plain and Quartered Oak.

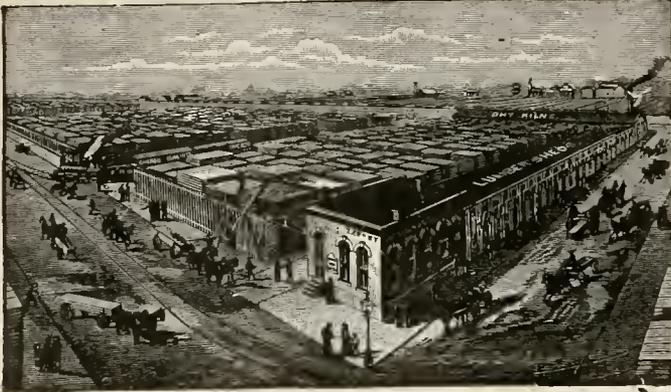
R. A. WELLS LUMBER CO.
 ALWAYS IN THE MARKET FOR
HARDWOOD LUMBER OF ALL KINDS.
 WRITE US BEFORE SELLING.
 CLARK AND 22ND STS. - - CHICAGO, ILL.

I AM IN THE MARKET TO BUY
HARDWOOD LUMBER
 Can Handle the Cut of One or Two Good Mills
 on a Cash Basis. Send me your Stock List.
CHAS. DARLING,
 R. 701 MERCHANTS' LOAN AND TRUST BLDG., CHICAGO.

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OAK, ASH, POPLAR, GUM, HICKORY.
H. M. NIXON LUMBER CO.
 MILLS AT { PRINCETON, KY.
 HAMPTON, KY.
 THIN OAK AND POPLAR
 A SPECIALTY. Main Office:
 175 DEARBORN STREET,
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HAYDEN BROS. LUMBER CO.

22nd AND JEFFERSON STREETS,
CHICAGO, ILL.



Hardwood Lumber

WE MAKE A SPECIALTY OF PLAIN AND
QUARTER SAWED OAKS.

WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
STOCK TO OFFER WRITE US.

W. A. SMITH,
Pres. and Mgr.

JOHN E. SOWERS,
Secy. and Treas.

THE SMITH & SOWERS CO.,

WHOLESALE

YELLOW PINE AND POPLAR LUMBER.

COLUMBUS, OHIO.

The CROSBY & BECKLEY CO.

WHOLESALE

HARDWOOD LUMBER,

NEW HAVEN, CONNECTICUT.

We are in the market for Poplar, Oak, Ash, Sycamore,
Cherry, Walnut—in any quantity.

WRITE US WHAT YOU CAN FURNISH.

We will receive lumber || F. P. EULER, Purchasing Agent.
at shipping point. || EVANSVILLE, IND.

JANUARY 1902 BOOK NOW OUT.

DO YOU WANT TO

BUY OR

SELL

LUMBER?

**GET
OUR
BOOK**

IT CONTAINS

OVER FIFTY-

THOUSAND

NAMES OF DIRECT

INTEREST TO

LUMBERMEN

ALL THE CONSUMERS. ALL THE DEALERS. ALL THE SAW MILLS.
Send for It. We pay the charges. If it is not what you want, return it.

FOSTER LUMBER MERCANTILE AGENCY,

703 FT. DEARBORN BUILDING, CHICAGO.

**GOODLANDER-ROBERTSON
LUMBER CO.,
HARDWOOD LUMBER**

**POPLAR, OAK, ASH,
HICKORY AND WALNUT.**

WE SOLICIT ORDERS FOR MIXED
CARS, ROUGH OR DRESSED. **MEMPHIS, TENN.**

BLANTON-THURMAN LUMBER CO.

DEALERS EXCLUSIVELY IN
YELLOW MISSISSIPPI CYPRESS.
ALL THICKNESSES AND GRADES.

PROMPT SHIPMENTS. SEND US YOUR INQUIRIES,
MEMPHIS, TENN.

**WATTS & SCHAEFER,
WHOLESALE LUMBER DEALERS**

No. 8 West Court St., **MEMPHIS, TENN.**

WRITE US WHEN YOU WANT
Oak, Ash, Poplar, Cottonwood and Gum.

A Million Feet White Cane Ash | **IN STOCK**
ALL THICKNESSES—DRY. | **AND**
A Big Lot of Plain Red Oak, | **FOR**
And all other kinds of **Southern Hardwoods** | **SALE.**

WRITE US.

J. W. Thompson Lumber Co.

RANDOLPH BUILDING, MEMPHIS, TENN.

W. A. RUST, President. F. R. GILCHRIST, Vice-Prest. W. E. SMITH, Sec'y and Treas.

Three States Lumber Co.

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COTTONWOOD AND GUM

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OFFICE AND YARDS: **CAIRO, ILLINOIS.**

GET OUR PRICES. TRY OUR LUMBER. WE SHIP ROUGH, DRESSED, RESAWED.

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LOCATIONS**

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Good Labor Conditions,
Healthful Communities,

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Industrial Commissioner,
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The J. W. Dickson Lumber Co.,
MANUFACTURERS,

HARDWOOD LUMBER,
OAK, ASH, GUM AND COTTONWOOD.

THIN STOCK A SPECIALTY.

Lumberman's Standard Code
Cable address: Dickson.

MEMPHIS, TENN.

HARDWOOD BOARD RULES
FOR HARDWOOD LUMBERMEN

—AT—
\$1.25, Carriage Prepaid.

Send your orders to the
HARDWOOD RECORD,
134 Monroe Street.

WISCONSIN HARDWOODS

LOG RUN OR ON GRADE.

"SHAKELESS" HEMLOCK,

THE BEST IN THE LAND.

GOOD GRADES, PROMPT SHIPMENTS.

MIXED CARS

PINE, BASSWOOD, BIRCH, MAPLE,
ELM, OAK.

JOHN R. DAVIS LUMBER CO.

PHILLIPS, WIS.

WATCH THIS SPACE FOR OUR
SPECIAL WANTS EVERY ISSUE.

WE NOW WANT:

Two cars 1-in. 1st and 2nd Qtd. White Oak.
30 M ft. 2-in. 1st and 2nd Plain White Oak.
50 M ft. 2-in. 1st and 2nd White Ash.
3 cars 1-in. Cull Walnut.
2 cars 2-in. Common and Cull Walnut.
100 M ft. 1-in. 1st and 2nd Plain Red Oak.
500 M ft. 1-in. 1st and 2nd Gum, 13 to 15 in.
wide. Sap no objection.

WRITE US.

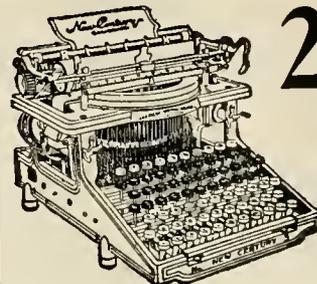
A. J. MCCAUSLAND LUMBER CO.

1109 Fort Dearborn Building, Chicago.

IF you want cash for
your lumber, write

M. ROEDER,

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25%

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WORK
MORE
SPEED
LESS
LABOR
LESS
FATIGUE

The Very Appearance

of the NEW CENTURY
TYPEWRITER suggests progress.

THE AMERICAN WRITING
MACHINE CO.

172 La Salle Street, Chicago, Ill.

SPOT CASH

I want a large
quantity of 1st and
2nds and com-
mon plain and
quartered oak.

H. E. CHRISTIAN,
INDIANAPOLIS, IND.

CASH PAID FOR LUMBER
SEND LIST.

PAUL SCHMECHEL,

1201 Monadnock Bldg. CHICAGO.

A PICTURE BOOK

Entitled

"Michigan in Summer"

About the Summer Resorts on the

GRAND RAPIDS & INDIANA RAILWAY,

"THE FISHING LINE," will be sent
to anyone on receipt of postage—2 cts.

It is a handsome booklet of forty-eight pages, containing two
hundred pictures of the famous Michigan Summer Resorts.

PETOSKEY	MACKINAC ISLAND	BAY VIEW
OMENA	TRAVERSE CITY	CHARLEVOIX
HARBOR POINT	WALLOON LAKE	ODEN
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	LES CHIENEAUX ISLANDS	

Gives list of hotels and boarding houses; rates by day and
week, railroad fares, maps, and G. R. & I. train service.

Fishermen will want

"WHERE TO GO FISHING,"

Postage 2 cents.

C. L. LOCKWOOD, G. P. A.

95 South Ionia Street.

Grand Rapids, Mich

VOLLMAR & BELOW,

MARSHFIELD, WIS.

WISCONSIN HARDWOOD AND HEMLOCK LUMBER.

We have the following bone dry stock for immediate
shipment:

50,000 ft. each 1 inch Shipping Cull and Common Birch.

25,000 ft. 2 inch Shipping Cull and Common Birch.

1 inch, 1¼ inch, 1½ inch and 2 inch Log Run Soft Elm.

1 inch, 1¼ inch and 2 inch Log Run Rock Elm.

1 inch and 1½ inch Black Ash.

1 inch Shipping Cull Basswood.

1 inch and 2 inch White Oak.

1 inch and 2 inch Red Oak.

1 inch, 2 inch and 3 inch Soft Maple.

WRITE FOR PRICES.

SAXTON & COMPANY (LIMITED.)

CABLE ADDRESS, SEVIER. EXPORTERS AND DEALERS IN Liverpool and London Chambers, LIVERPOOL.
 A. C. ZEBRA. LUMBERMAN'S W. U. AND PRIVATE CODES. **LUMBER AND LOGS.** 85 Gracechurch St., E. C., LONDON.
KNOXVILLE, TENN.
 We Buy and Sell Choice Hardwood Lumber.

The W. V. Davidson Lumber Co. Benedict Bros. W. V. DAVIDSON, M. F. GREENE, J. N. HICKS, C. H. BENEDICT, C. B. BENEDICT.
DAVIDSON-BENEDICT CO.,
 Wholesale Manufacturers and Shippers, **OAK, POPLAR, ASH, CHESTNUT, WALNUT.**
 ROUGH AND DRESSED **LUMBER** NASHVILLE, TENN.

ESTABLISHED 1866.

Prewitt = Spurr Manufacturing Co
 NASHVILLE, TENN.
OAK, ASH, POPLAR LUMBER,
 ROUGH AND DRESSED.

E. STRINGER BOGGESS,
 ...HARDWOODS...
 DOMESTIC. EXPORT.
 Clarksburg, W. Va.

Codes: A. B. C. Lumberman's. **THE HIMMELBERGER-HARRISON LUMBER CO.,** Morehouse, Mo.
RED GUM.
RED OAK, WHITE OAK, ASH.
 Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers.
 Spokes: Club Turned Oak and Hickory. Ceiling, Flooring, Etc.
CYPRESS, SOFT ELM.
 Choice Export Stock. Bed Slats, Bed Posts, Curtain Pole Stock.
 Our Specialty: **RED GUM,** Air Dried or Kiln Dried. All Grades, Dressed or Rough.

A FEW SPECIALS.

1 Car 1 1/4 inch shipping cull Chestnut. (Sound wormy in.)
 1/2 Car 1 1/2 inch shipping cull Chestnut. (Sound wormy in.)
 2 Cars 2 inch common quartered Red Oak.
 2 Cars 1 1/2 inch 1st and 2nd quartered White Oak.
 20 Cars 1 inch shipping cull Poplar.

— All of this stock is absolutely bone dry. We are manufacturing daily, and have now on sticks 8,000,000 feet of Southern hardwoods.

WRITE US.

Love, Boyd & Co.
 NASHVILLE, TENN.

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WHY IN THE TERRITORY TRAVERSED BY THE . . .

Louisville
 AND **Nashville**
Railroad,

—THE—
 Great Central Southern Trunk Line,
 —IN—
 KENTUCKY, TENNESSEE, ALABAMA, MISSISSIPPI, FLORIDA,
 —WHERE—
 Farmers, Fruit Growers, Stock Raisers, Manufacturers, Investors, Speculators and Money Lenders

will find the greatest chances in the United States to make "big money" by reason of the abundance and cheapness of

Land and Farms, Timber and Stone, Iron and Coal, Labor—Everything!

Free sites, financial assistance, and freedom from taxation for the manufacturer.
 Land and farms at \$1.00 per acre and upwards, and 500,000 acres in West Florida that can be taken gratis under the U. S. Homestead Laws.
 Stock raising in the Gulf Coast District will make enormous profits.

Half Fare Excursions the First and Third Tuesday of each Month.

Let us know what you want, and we will tell you where and how to get it—but don't delay, as the country is filling up rapidly.
 Printed matter, maps and all information free. Address.

R. J. WEMYSS,
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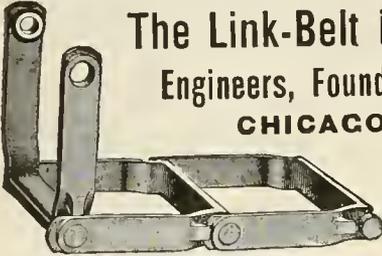
The Michigan Maple Company
 INCORPORATED 1902
 WHOLESALE HARDWOODS
 609-611 MICH TRUST BLDG.

Grand Rapids, Mich.

LINK-BELT CONVEYORS

FOR HANDLING

LOGS, SLABS, GENERAL SAW
 LUMBER, SAWDUST, MILL OFFAL, Etc.



The Link-Belt Machinery Co.,
 Engineers, Founders, Machinists,
 CHICAGO, U. S. A.

Send for New
 Illustrated Catalogue,
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BEST HARDWOOD
 DRIER ON EARTH.

THE NATIONAL DRY KILN CO.
 INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
 AND CAN DO THE SAME FOR YOU.

FITCHBURG, MASS., March 31, 1902.

THE NATIONAL DRY KILN CO., Indianapolis, Ind.
 GENTLEMEN:--Enclosed you will find our check for balance due on contract, and desire to say that we are MORE THAN PLEASED with the HARDWOOD driers.

They work fine with exhaust steam and our Oak comes out in first-class condition. We consider the "National" A 1 in every respect and you are at liberty to use our name as reference.

Yours truly,

W. A. GARNO CO.
 By W. A. Garno, Pres't.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

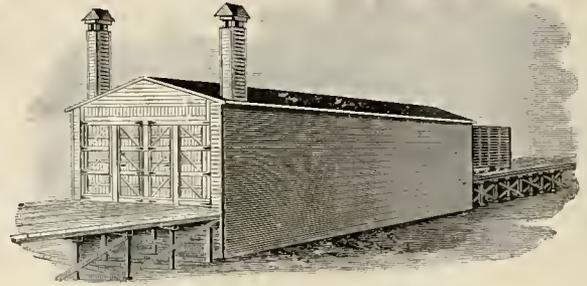
No. 33 West South St., INDIANAPOLIS, IND.



THE DRY KILN FOR HARDWOODS

has got to be a kiln you can trust and be sure of all the time. Don't take any chances. Buy the Dry Kiln that has invariably proven successful in perfect drying of hardwoods. Investigate the record of

THE STANDARD DRY KILN.



THE MOIST AIR SYSTEM OF "THE STANDARD"

is particularly adapted to the drying of fine lumber. It doesn't spoil any of your stock. It seasons it thoroughly; takes every drop of moisture out of the wood; leaves it dry. No checking, no hollow-boring, no case-hardening. We guarantee this

WRITE FOR "STANDARD" LITERATURE ON
 HARDWOOD DRYING. ASK FOR CATALOG "N"

THE STANDARD DRY KILN CO.
INDIANAPOLIS, INDIANA,
U. S. A.

WWE

HAVE THE TIMBER,
 HAVE THE MILLS,
 HAVE THE LUMBER,
 WANT YOUR ORDERS.

Manufacture **OAK, ASH, GUM
 AND COTTONWOOD**

RUSSE & BURCESS, MEMPHIS, TENN.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, JUNE 14, 1902.

No. 5

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

TERMS OF SUBSCRIPTION:

U. S., Canada and Mexico.....\$1.00 per year.
Foreign Countries..... 2.00 per year.

ADVERTISING RATES ON APPLICATION.

The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25.

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

TRAFFIC DEPARTMENT OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

As will be seen by the letter herewith the traffic department of the National Hardwood Lumber Association has been organized by the traffic committee of the association. Mr. W. D. Hurlbut, than whom there is no better freight traffic man in the United States, has been secured to act as traffic manager for the association.

This work bids fair to become the most important of any work the association has yet undertaken. It has greater possibilities of direct benefit to members of the association in the matter of dollars and cents than has any other department. We are not informed as to exactly what Mr. Hurlbut's duties will be, but to place the freight business of the entire association into the hands of such a competent man as Mr. Hurlbut certainly gives promise of yielding splendid results. With a membership of 500 the National association has probably a daily business of 1,000 cars of lumber, estimating the average freight at \$75 a car, and the result is a freight revenue for the railroads from hardwood lumber of approximately \$25,000,000 annually. The management of that amount of freight, with power to handle it any way that will best serve the interests of the members of the National association, would certainly put Mr. Hurlbut in position to secure the most favorable possible terms from the railroads.

True to its traditions this traffic department will impose no financial obligation upon the association. It is offered to the members as a convenience, to be used by them if they so desire, and if not used by a member it costs him nothing. The membership dues in the National Hardwood Lumber Association will remain at \$10 per annum. If a member wishes to use the inspection bureau, he pays for its services so much per thousand; if he wishes to use the traffic department, he pays for it at the rate of 1-10th of 1 per cent on his capital rating in Dun's Agency; if he doesn't wish to use either the inspection bureau or the traffic department it doesn't cost him a cent. The \$10 a year which he pays goes to meet the running expenses of the association, for the publishing of rules, conducting the secretary's office, etc., and no lumberman can secure the services of either the inspection bureau or the traffic department unless he be a member of the National association

and contribute his \$10 a year for general expenses.

We cannot say all we would like to say about this new department of the association, because we have not, as yet, positive information as to what the scope of the work will be, but we can see in it great possibilities; and sentiment of the lumbermen who have discussed the matter in this office during the last month is unanimously and enthusiastically in favor of giving this department sufficient support that a thorough test of its power for good be made. Not a lumberman whom we have heard discuss the matter has failed to assert that he is willing to pay his proportion of the expense. We believe that almost every hardwood lumberman in Chicago can be counted on for active support. With its usual good fortune in securing good men the association secured Mr. Hurlbut. Those in best position to know assert that he unquestionably stands at the head of his line of business, not only as a man having a thorough and practical knowledge of railroad freights, but as an organizer and a producer of results.

We trust our readers will lend this traffic department their hearty support. The cost will not be excessive, and is so arranged that it will not be heavy on any except those best able to afford it. It will cost a firm having \$10,000 capital \$10 a year, a firm having \$25,000 capital \$25 per year. If a firm shipping 500 cars a year place their freights in the hands of the traffic department and it saves them the small sum even of 50 cents a car, it will mean a direct total saving to the firm of \$250 a year, besides the general benefit which will accrue from Mr. Hurlbut's efforts in securing a better classification for lumber, the absorbing of switching charges etc.

Each member of the association should join this Traffic Department. Following is President Smith's letter to the trade:

To the Members of the National Hardwood Lumber Association.

Gentlemen:—By the unanimous vote of the members of the National Hardwood Lumber Association at a convention held May 15th and 16th in St. Louis, the president was given authority to appoint a transportation committee to formulate and put into execution a plan for the establishment of a traffic department in connection with this association.

I herewith beg to inform you that this committee is composed of the following members: W. H. Russe, chairman, Memphis, Tenn.; C. R. Mengel, Louisville, Ky.; Fred W. Upham, Chicago, Ill.; F. M. Possell, Cincinnati, Ohio; J. M. Bullard, St.

Louis, Mo. This committee met at the Southern Hotel in St. Louis, June 6, 1902, and organized as above given. There was also present Mr. W. A. Bonsack and F. H. Smith.

Motion was made by Mr. Upham of Chicago and seconded by Mr. Possell of Cincinnati, that we organize a traffic department of the National Hardwood Lumber Association to look after the interests of the members. This motion was carried unanimously.

Motion was made and carried that a finance committee of three be appointed by the chair to raise means to carry on the traffic department. This committee was appointed as follows: Fred W. Upham, chairman; C. R. Mengel and F. M. Possell.

After a thorough discussion as to the merits and qualifications of the different applicants for the position of traffic manager, the board was unanimous in selecting Mr. W. D. Hurlbut. This was done after carefully considering his qualifications from all sides. He was heartily endorsed by the trade at large and also by important railroad officials.

Motion was made by Mr. Upham and seconded by Mr. Mengel that an assessment be made on the members of the association, or such of the members of the association as wished to take advantage and derive the benefits from this department, on a basis of 1-10th of 1 per cent of their minimum ratings in Dun's Agency to provide funds for the use of the traffic department, provided, however, that the maximum assessment should not be more than \$250 and the minimum assessment not less than \$10. A guarantee fund was immediately subscribed and advanced to provide funds for the immediate use of the department; this money to be used for the starting of the department and rebating when the pro rata assessment was completed.

Chicago was selected as the headquarters of the traffic manager, and he, with Mr. Upham's assistance, will at once lease quarters for the furtherance of the business. Mr. Hurlbut will start his services on Monday, June 9.

From the large number of letters which have been received by the committee and by the president of the association, I am lead to believe that this will be one of the most important actions ever taken by this association. The good that will be accomplished in the way of classification, routing, rates, etc., cannot be calculated. The man who is at the head of this department is a post-graduate in transportation matters, and takes hold of the scheme with a great deal of faith and enthusiasm. One of the managers of one of the largest railroad systems in this country was seen after the meeting and promised to cooperate with our traffic manager. We have no doubt but that the railroads generally will take up all matters pertaining as above and treat with Mr. Hurlbut for the general good of our association.

It was the opinion of the committee that a cheap attempt in a matter of such importance as this would not do, and, therefore, it was resolved to appeal to the members of the association to support financially this departure. The railroad business has never been handled in a commensurate way to which its value is entitled. Our large membership and the interest that has been taken in this movement led the members of this committee to believe that it only had to be started in a proper manner to show how much good, and also monetary value, it would have to the members of the National Hardwood Lumber Association.

You will receive a notice from the chair-

man of this committee of the proceedings, and also a notice from the treasurer, to whom checks should be mailed, according to the amount of capital invested in your business on the plan of payment as above given.

Yours very truly,

F. H. SMITH,
President.

THE MANUFACTURERS' ASSOCIATION.

The Hardwood Manufacturers' Association of the United States was formally organized at Louisville on June 3, and the Record wishes the new association success.

The Record cannot but believe, however, that if it had been started in a broader spirit, if the attempt to stir up class feeling had not been so apparent, the association would have had greater chance of success. The lumbermen are a broad gauge and liberal set of people and the National association has brought the dealers and manufacturers into such close touch and has established such friendly relations between them, that the spirit of animosity so evident in the proceedings of the Manufacturers' Association will not strengthen that association.

The constant tendency of the National association has been in the direction of furthering the interests of the manufacturers. There has not been a revision of the rules that has not been in the direction of making them more liberal, until at the St. Louis meeting the manufacturers were allowed to make the rules on all kinds of lumber. The National association has accepted the rules of the Yellow Pine Association on yellow pine, of the Cypress Association on cypress, of the Michigan and Wisconsin people on the northern hardwoods, and of the Indiana and southern producers upon southern hardwoods.

The National association not only accomplished the lowering of the rules to fit the views of the manufacturers, but it brought the buyers to accept them.

This was not done at one meeting. It took several years to bring the trade to the state of mind where such action was possible. The Poplar Association was the only one that did not recognize that it takes time to educate public sentiment to accept a radical change in rules. They presented their rules at the St. Louis meeting and because the committee rejected those rules on account of certain points in them with which the committee could not agree, they took the high position that they would not discuss the rules with the National association. They expected their rules, which constituted a very radical change from the old rules, to be accepted without difficulty or debate. This position it seems to us was not a fair position. The poplar manufacturers, as a whole, had lent but little support in the National association. The faces of those who were there to urge the adoption of the poplar rules were most of them strange

faces to the members of the National association, and to expect that men of the class and caliber of the members of the National association would shut their eyes and accept anything the poplar people offered on behalf of an organization only about a month old, without debate or consideration, was asking a great deal. The members of the National association had spent a great deal of time and a great deal of money endeavoring to perfect a set of inspection rules, and to expect them to lay aside the work of years to take up, at the suggestion of comparative strangers, a set of rules at variance with their own, without giving those rules thorough consideration, was to expect too much.

It is true that the National association has adopted the rules of the Yellow Pine Association, but it did not do so without a thorough discussion with the yellow pine manufacturers and the granting of some concessions on the part of the manufacturers. At the first annual meeting of the association held in St. Louis a very strong committee of yellow pine manufacturers was in attendance and the greater part of one whole day was taken up in discussing the yellow pine rules from the standpoint of the manufacturer and of the dealer. There were certain points in the rules to which the National association could not subscribe and the result of that meeting was that the National association refused to accept the rules in their entirety. Between that meeting of the National association and the next, the southern manufacturers had a meeting and came fully half way to meet the National association requirements, changing their rules to meet the requirements of the hardwood trade sufficiently that the hardwood trade was satisfied, made some concessions to the yellow pine manufacturers, and at the next meeting adopted the yellow pine rules in their entirety. It took several years for the Michigan people to get their rules the way they wanted them, and everyone knows what a fight the Indiana lumbermen had to get what they wanted.

The Yellow Poplar Association refused to follow the course of the other manufacturers' associations. It even scorned a discussion with the National association.

In another matter, also, the poplar people acted in a way which was, we regret to say, scarcely consistent with business courtesy. They took advantage of the meeting of the National association, to which they were all invited, to attempt to use the meeting, which the National association had been at much trouble and expense to promote, as a means to do the National association all the injury possible. They came to that meeting and did all in their power to pull the members of the National association into an organization of their own and to weaken their allegiance in the National association. This was discourteous at least, and they have, in attempting to promote their own organization, lost

no opportunity to assail the National association, and we fail to see wherein such a course is justified. We believe it would have been better for their association had they let the National association alone. If ever there was a lumber association conducted on liberal, unselfish and progressive lines, it is the National association. It has never in any way antagonized any other association, but rather has encouraged them, having but one object in view, the establishment of a uniform set of inspection rules and a uniform application thereof, and it has done more for the manufacturers of the country than any association which preceded it, and, we doubt not, of any association that will come after. Not only has it brought the buyers of the country to accept the manufacturers' rules, but all the trouble and expense of establishing the inspection bureau has been almost entirely in the manufacturers' interests. Any hardwood manufacturer of standing in the United States can have his own inspector licensed and his inspection will be final between buyer and seller.

The work of the National association, as we have stated, has been an unselfish work, but there are those who have come before that association with an ambition to revolutionize the inspection rules and secure the adoption of a set of rules at variance with the National rules, in form more than in substance, and their efforts had the appearance, we must say, of being in the direction of securing the adoption of a set of rules with which the name of the promoter would be identified rather than in the direction of benefiting the lumber trade.

We state the foregoing because we sincerely regret that the Manufacturers' Association has not proceeded on lines calculated to bring harmony. There is a great amount of good which a manufacturers' association might do its members, but that they should start out in the way they have will handicap them to a great extent. When the entire trade was engaged, and had been for years, in an attempt to bring the country to a basis of uniformity in inspection, it is to be regretted that the manufacturers, of all others, should start their association in antagonism to this movement, and appears to us to indicate that the promoters of that association are not actuated by motives that will tend to bring the association to a prosperous future. The inspection rules of the National association as adopted at St. Louis are, it seems to us, as liberal as it is wise to make them if we wish to have them adopted and approved in the large markets east and west, but if the manufacturers believed they were not sufficiently liberal it would have been the part of wisdom to bring their claims before the National association. As an evidence of how far the National association has brought the trade, we refer you to the history of

the National association published elsewhere in this issue, in which it is shown that the rules the Wisconsin Association adopted some years ago and which the Chicago and Minneapolis markets would not even consider, have been reached by the National association and even passed, the rules of the National association as adopted at St. Louis being even more liberal than the old Wisconsin rules. Not only has the National association made such a set of rules, but it has brought the buyers all over the country to accept them, and however much excited talk there may be at a manufacturers' meeting, the fact remains that it takes two parties to make a contract.

We trust the Manufacturers' Association will get into line with the balance of the trade. If it does there is no reason why it should not succeed.

THE LUMBERMEN'S VIEW ON LUMBER FREIGHTS.

The following is an able reply from Mr. F. W. Vetter of the Empire Lumber Company of Buffalo, N. Y., and Arkansas, to the statement in last issue of the freight rates on lumber from the railroad man's standpoint. Mr. Vetter is a very large shipper and he undoubtedly expresses the views of most lumbermen on this important question. So convinced are the lumbermen that they are right in their contention that the committee of the National association, upon the establishment of a freight bureau, has gone to the extent of making arrangements for opening an office for the freight bureau in Chicago, with one of the most competent freight men of the United States in charge. Following is Mr. Vetter's letter, and if our friend in the railroad business has anything further to say, the Record will be pleased to give his communication space:

Buffalo, N. Y., June 5, 1902:
The Chicago Hardwood Record, Chicago,
Ill.

Gentlemen:—I read with a great deal of interest in your issue of May 31 the comments of a well-posted railroad man regarding the discrimination in freight rates on lumber, and to say the least, in my estimation, I think the gentleman is giving the lumber trade the worst of it, and the fact that he wished his name withheld, leads me to believe that he is some line agent, who is afraid of losing business if his name was known. To take up his suggestions, each item separately, I am forced to disagree with the majority of them.

If the gentleman is as well versed in the grain business as he seems to be in the lumber business, he will admit the fact that the railroads had to force the grain men to a minimum of 40,000 pounds, for the reason that they would oftener load less than above that. We can show by our records here that 90 per cent of our cars of hardwood handled by us during the year exceed in weight 50,000 pounds, and there is no other freight, admitted even by railroad men themselves, which is so profitable as lumber, with the possible exception of coal and iron.

In his second suggestion as to the difference of cost in placing cars for lum-

ber and grain, he compares the saw mill in the country with the city elevator. If he will go West and South about September he will find one or two or three cars placed at almost every sidetrack in the grain producing part of this country for the purpose of loading grain, and why this should be less expensive than placing cars at saw mills which are on an average fifteen or twenty miles apart, is beyond my comprehension. Of course it is far less expensive to load grain at a city elevator, because, as a rule, a whole trainload is loaded at a time. However, the railroad furnishes the engine and crew to do the switching. Furthermore, they spend hundreds of thousands of dollars each year for grain doors, either paying extra when the cars are built or buying the lumber to fit cars up purposely for grain, and their carpenter does the work free of expense to the shipper. Since the Car Service Association was formed we think the railroads have no complaint to make that their lumber cars are not expeditiously loaded and unloaded.

I would like to ask the gentleman in question how many cars of lumber per year his road has to sell at a loss in order to get freight where cars are refused? I venture to say that no road in the country can show up ten such cars, consequently this claim for damage should not be entertained. I will not believe that the quantity of grain handled, or rather the amount of freight derived from grain, as compared with lumber, is more than the freight on lumber, unless I see authorized statistics to this effect. It has always been the custom of railroads to minimize the importance of the lumber business, for the reason that it is so scattered and is not moved in the bulk that grain is.

Now, as to the value of equipment of grain cars and lumber cars, there is absolutely no comparison. The cars that carry grain must be in perfect condition, as everyone knows, from the wheels to the top of the roof, while the poor lumberman is glad to load lumber in anything that he can get, from a flat car to an old broken-down box car. Were the railroads to use the same equipment for grain that they do for lumber, the claims for damages would not begin to pay the freight.

I appreciate that the gentleman in question has done the best he could to be fair, but has given his side of the question the benefit of the doubt in every case, and has only admitted indisputable facts grudgingly. If he has any intelligent answer to make to the above I would like to hear from him again. The above facts were admitted to me by good railroad men from time to time and I have stored them up for emergencies like this.

I beg to differ with his statement that the railroads will not entertain a proposition to reduce the tariff on lumber if properly approached. Intelligent and united action will bring us surprising results. I am sure. This is the first time that I have ever taken up a newspaper discussion and I only do this to bring the matter before the members of the National Hardwood Lumber Association. It will give them something to think about and some others may have a good many other points in favor of the reduction of tariff not here named, which, in duty bound to all the members, they should express in such a way that we can all give the matter thorough study. I am sure it will be of great help to the railroad committee.

Trusting you will find space in your valuable paper for the above, I am

Yours very truly,

F. W. VETTER.

THE PRICE OF OAK.

The price of oak is too low and especially it is too low in Chicago. In most grades of oak the price is no higher here and if anything a little lower than it was sixty days ago. We do not know how to account for this. The consumption is large and anyone well posted knows that oak of all kinds and grades is very scarce throughout the country.

The price of oak should go higher all over the country and especially it should go higher in Chicago. It has not advanced in anything like the proportion that other woods have advanced, with the exception of, possibly, firsts and seconds quarter-sawed white oak. Old-time lumbermen can easily remember that, a good many years ago, oak was fully as high in price as it is to-day; and that this king of the American woods should be selling at the price it is to-day is to be regretted.

Oak must go higher in Chicago. The last few years has seen a change in the conditions which, at the present price, is rapidly cutting off the supply of oak here. A Chicago lumberman went South two weeks ago to ship several hundred thousand feet of plain oak which he had bought in the Memphis district. He intended to ship it to Chicago, but when he got to Memphis he sold it to a Memphis lumberman at a price which netted him, he said, \$3 a thousand more than it would have netted him in Chicago, so that lot of oak didn't come to Chicago and will not. A large manufacturer of oak, having a mill in Mississippi and a 21-cent rate to Chicago, was in our office the other day and said that he had merely stopped in Chicago on his way through. He was not attempting to sell any lumber in Chicago. His firsts and seconds quarter-sawed white oak is netting him \$57.50 at his mill, so that it was out of the question for him to sell it in Chicago.

The fact is, that the lumbermen of Memphis and south of Memphis are shipping a large portion of their lumber West. The gentleman who was receiving \$57.50 for his lumber at the mill was selling it to be shipped to San Francisco. All of that western country, including Mexico, furnishes a splendid market for southern oak, at a price which shuts Chicago buyers out. That portion of the high-grade lumber which does not go West, goes East. A portion of the low grade must find a market in Chicago and other northern markets, but there is rapidly growing up in the South a home market for this low-grade oak, and that market is growing with great rapidity and will soon absorb most of the low-grade product.

Wisconsin oak is practically exhausted and, with practically all the high-grade oak of Indiana going East, it is a mystery where Chicago gets sufficient oak to keep the prices down where they are.

It seems that those prices must go higher. Chicago lumbermen who formerly went to Memphis and throughout

that territory and bought oak in competition with anybody, now return to Chicago from a trip to that territory very much disheartened. They can't find anything at a price that will leave them a profit if the stock is shipped to Chicago.

It seems to us that no one manufacturing oak lumber need have a great amount of uneasiness that the present prices may not be maintained, and the Chicago lumbermen, and all lumbermen, would like to see the time come when the Chicago consumers would be forced to pay more for oak than they are paying at present.

SOME SOUND SENSE.

We are in receipt of a communication from Mr. C. L. Adler, president of the Adler Lumber Company of Lyons, Ky., containing the following letter, written by him to the secretary of the Hardwood Manufacturers' Association.

He takes the same position in regard to the association which the Record takes, namely, that while the manufacturers' association has it within its power to do its members a vast amount of good, it should not antagonize the National Hardwood Lumber Association in its efforts to secure a uniform inspection of hardwood lumber.

The letter is a concise and forcible statement of indisputable facts, and we commend it to the careful attention of our readers.

Following is the letter:

Lyons, Ky., June 10, 1902.

Mr. Lewis Foster, Secretary, Columbus, Ohio.—Dear Sir:—We are in receipt of your favor of June 7, requesting our application for membership in the Hardwood Manufacturers' Association of the United States. Replying to same will say we have not for the present decided to join the association, inasmuch as we are not in fullest accord with all of the principles you have adopted. It was evident to the writer when he attended the early part of your meeting, that the primary object of your association was for the benefit of those who are strictly lumber manufacturers. This was really the sense of the original motion requesting enrollment, and inasmuch as we are dealers, as well as manufacturers of lumber, the writer felt that he could not conscientiously sign under the terms and wording of the motion and, therefore, left the meeting. He has since learned, however, that a more liberal construction of your terms of eligibility may be given by your membership committee.

As stated above, we are manufacturers of hardwood lumber and to that extent, of course, will be benefited by any action taken by your association, but we are also dealers and in that capacity have various contracts out for the purchase of lumber under the rules of the National Hardwood Lumber Association, of which we are members.

Anyone having passed through the history of the hardwood lumber business during the last ten years is conversant with the very unsatisfactory conditions that existed before the National association was formed, when there were innumerable sets of rules on the market, all in variation to a greater or less degree, causing dissatisfaction and distrust in trades between

dealers and manufacturers. Knowing this and having experienced these unfavorable conditions, we cannot feel justified in joining any association which may again put the hardwood lumber market in this same condition.

Most of the members are or have been members of the National Hardwood Lumber Association. They have sanctioned the rules adopted by the National association, by their membership, and, in fact, many of them have worked with zeal toward the welding together of the various sets of rules which had existed heretofore and the adjustment of the new rules to conform as nearly as possible to the practical, or manufacturing end, of the hardwood lumber business. We feel, therefore, that the adoption and publication of rules with any radical changes from those recently adopted by the National association will bring about a great deal of dissatisfaction, and thereby disrupt the recently established pleasant condition that exists between the dealers and by far the largest percentage of manufacturers of hardwood lumber in the United States.

Your membership at this time is small, and while it is true they manufacture a large quantity of lumber, it is indeed a small portion of the entire quantity produced, and it does not seem right to us that a few manufacturers should, at this time, promulgate rules of inspection that may indirectly effect transactions between dealers and all manufacturers, of which you are a small minority.

The fundamental principle of your association, I believe, is that the manufacturers of lumber should make the grades. This is true, but due consideration should be given to other features of this very large lumber industry.

We are confident that if the Hardwood Lumber Manufacturers' Association of the United States will adopt rules, as they have done, and offer them at the next meeting of the National Hardwood Lumber Association, but presenting them early in advance of the meeting for due consideration, the National Hardwood Association will undoubtedly adopt them. This, however, should be done sufficiently early that dealers can make contracts with the fact in view of the ultimate adoption of such rules.

We believe that this will work no hardship to the manufacturers' association, inasmuch as anyone who has traded with many of your members will know that rules similar to those you have adopted have been in force and have been applied under the title of "Special contract."

We see no reason why this same plan cannot be carried out for the balance of this year and avoid what we consider a dangerous feature in the work you have accomplished so far, namely, the promulgation of two sets of inspection rules on the lumber market.

We submit these suggestions with the utmost respect and with a full knowledge of the great amount of work that has been done by your members toward forming your new association. We believe conscientiously that some conciliatory plan similar to above should be adopted for the best interests of all.

The condition of business in our line is now at highest tide and we all feel the strength of our position, but there is no certainty of its continuation, and the time may not be far distant when each of us will need the help and sympathy of others. For that reason I believe that matters should be handled calmly and the rights of all carefully taken into consideration.

Respectfully,
C. L. ADLER,
Pres. Adler Lumber Co.

The Hardwood Manufacturers' Association of the U. S.

The Permanent Organization Accomplished at Louisville, Ky., June 3rd. Adopt Constitution and By-Laws Enroll Members, Elect Officers, Unite with the Yellow Poplar Manufacturers' Association and Provide Rules of Inspection.

THE MEETING IN DETAIL.

The meeting for the permanent organization of the Hardwood Lumber Manufacturers' Association of the United States convened at the Galt House in Louisville, Ky., on June 3. In the absence of Chairman F. M. Hamilton the morning session was informal and used to organize by states, and the following were selected to act as chairman for each state delegation:

Floyd Day, Kentucky.
D. M. Rose, Tennessee.
C. Crane, Ohio.
W. M. Ritter, West Virginia.
W. J. Deane, Arkansas.
E. J. Foster, Wisconsin.
J. H. Himmelberger, Missouri.
Wm. Threlkeld, Indiana.
A. G. Wetmore, Illinois.

Each of these delegations got together at once and made selections for state vice-presidents, directors and committees on grading rules and valuations, which was to be reported to the meeting later in the day.

The afternoon session was called to order at 1:30 p. m. by Chairman F. M. Hamilton, who said the object of the meeting was to organize the hardwood manufacturers into an organization patterned after the Southern Manufacturers' Association, and called upon Mr. Geo. K. Smith, the secretary of that association, to explain the methods of the organization.

Mr. Smith had with him a large number of blanks, cards, etc., and explained their various uses. He stated that the association was supported on the basis of an assessment on the amount of lumber shipped each month. He touched upon the inspection bureau department, price list arrangement and the general workings of the association in a very comprehensive statement.

Mr. Smith was questioned at length by those present at the conclusion of his talk and successfully met the different points raised and in a manner that convinced one that the yellow pine manufacturers had a most thorough and profitable organization.

As soon as the members had thoroughly dissected and digested the methods as presented by Mr. Smith, and before it was formally moved to organize, a number of letters were read from various hardwood manufacturing concerns in different sections of the country, each one voiced approval of the objects of the new association. Among those who were unable to be present, but expressing themselves in sympathy with the movement were: The

Ward Lumber Company of Chicago; R. M. Riehey Lumber Company, Marked Tree, Ark.; W. J. Richardson, Linden, Tenn.; C. & W. Kramer, Richmond, Ind.; Roy Lumber Company, Nicholasville, Ky.; O. S. Gaskill & Son, Burket, Ind.; Curtis & Vale Company, Wausau, Wis.; Boynton Lumber Company, Cape Girardeau, Mo.; R. Connor Company, Marshfield, Wis.; Whiting Lumber Company, Elizabethtown, Tenn.; Reinhard Lumber Company, Oakdale, Ark.; Chicot Lumber Company, Chicago; Goeppinger & Myers Company, Piggott, Ark.; Daniel Shaw Lumber Company, Eau Claire, Wis.; The Kentucky Lumber & Veneer Company, Jackson, Ky.; Culver Lumber & Manufacturing Company, Sedgewick, Ark.



W. M. RITTER, President.

On motion by Mr. Fischer, seconded by Mr. C. Crane, the proposition to organize was received favorably and the constitution and by-laws were presented, adopted and signed as follows:

CONSTITUTION AND BY-LAWS.

I. NAME.

The name of this association shall be the Hardwood Manufacturers' Association of the United States.

II. ELIGIBILITY.

Any manufacturer of hardwood lumber in the United States, subject to the approval of the committee on membership.

Any member who has paid his dues in full may withdraw from membership by giving thirty days' notice to the secretary in writing and surrendering his membership certificate; but membership shall not be transferable.

If any member shall neglect to pay the monthly membership fee provided in the constitution of this association or assessments made by the board of directors within sixty days after due notice by the secretary, the secretary is authorized to cancel the name of such

delinquent from membership in this association. When an assessment is made it shall be considered due and binding on all who are members at the time such assessment is levied; provided that nothing in this section shall be construed to exempt new members from the semi-annual assessment made for and in force at the time of the meeting at which said member joined.

The board of arbitration shall pass upon the eligibility of such applicants, and if in its opinion the character of the business of such individual, firm or corporation does not correspond to that of members actually manufacturing their own lumber and merchandising it in a wholesale way, the application for membership may be declined.

III. OBJECTS.

The objects of this association shall be to secure a full understanding of the conditions surrounding the lumber market in the territory covered by this association; the establishment of uniform grades for the inspection of lumber as the only legitimate basis for more nearly uniform prices; to establish uniform customs and usages among manufacturers of lumber; to procure and furnish to its members such information as may tend to protect them against unbusinesslike methods of those with whom they deal, and such other information as may be for the benefit of the members of the association, and to propose and carry out such other measures as may be deemed for the welfare and in the interests of the manufacturers of lumber, who shall be members of this association.

IV. RESTRICTIONS.

The officers, board of directors or any standing or special committee of this association, or the association in regular or special meeting assembled, shall not enter into any agreement, contract, arrangement or understanding with any organization, association or body of wholesale or retail lumbermen, or any other organization of any kind, which will in any way obligate the members of this association to the payment of any fine, penalty, commission or other expense, or which will require them to observe rules, regulations, restrictions, practices or methods of any kind whatsoever unless the consent to the same of each and every member of this association shall have been expressed in writing previous to the time it is proposed that this association shall enter into such agreement, contract, arrangement or understanding.

V. DUES.

Members shall pay an initiatory fee of \$10 and dues of 2 cents for each 1,000 feet for lumber sold; reports of sales for each month to be made by the 10th of the succeeding month, accompanied by a check for the amount due.

VI. QUESTIONS IN ISSUE.

Members shall not be privileged to vote on questions affecting the grading and classifications of lumber of which they are not manufacturers. In case of disagreement about grading rules members whose product is largely of the kind of lumber in dispute may determine such questions as are in issue.

VII. OFFICERS.

The officers of the association shall consist of a president, first vice-president, secretary and treasurer, and one vice-president and one director from each state represented in the association in which the output subject to assessment is 100,000,000 or less, and states with greater output one additional director for each additional 100,000,000 feet or fraction thereof.

The president, first vice-president, vice-presidents, treasurer and last retiring president shall be the ex-officio members of the board of directors, of which the president shall be chairman.

VIII. BOARD OF DIRECTORS.

The board of directors shall have the power to hold meetings at such times and places as they may think proper; to appoint committees from the membership of the board of directors or of the association, and shall appoint from their number three members, who shall constitute a board of arbitration; employ a secretary; print and circulate documents; raise funds and appropriate the same and to devise and carry into effect such measures as they may deem proper and expedient to promote the ob-

jects of the association, and the secretary shall at all times be subject to their directions.

IX. ELECTION OF OFFICERS.

The president, vice-president and treasurer shall be elected by ballot at each annual meeting, and they shall continue in office for the term of one year, or until their successors are elected and qualified to take their places.

At the annual meeting there shall be elected one director from each state whose term of office shall be for two years; all other directors shall be elected for one year. At all subsequent annual meetings vacancies in the board of directors shall be filled for a term of two years.

In balloting for officers the secretary shall call the roll by states of members in good standing, and members of each state shall separately elect their own vice-president and director or directors. Each member or firm shall have one vote. A majority of all votes cast shall be necessary to a choice.

In case of vacancies in a directory or any of the official positions the same shall be filled by the board of directors at any meeting.

X. DUTIES OF OFFICERS.

The president shall preside at all meetings of the association and shall be ex-officio chairman of the board of directors and shall call meetings thereof whenever requested to do so by a majority of the board in writing.

In the absence of the president the first vice-president shall perform the duties of the president, or in the absence of both president and first vice-president the board of directors shall appoint one of the vice-presidents to preside.

The treasurer shall keep account of all moneys received and expended for the use of the association and shall make disbursements only upon vouchers issued by the secretary and approved by the president. When his term of office expires he shall deliver to his successor all moneys, books, papers and other property in his possession, or in the absence of the treasurer elect the same shall be delivered to the president.

It shall be the duty of the secretary to give notice of and attend all meetings of the association and the board of directors; to keep a record of all their doings; to keep a list of all the members of the association; collect all assessments and pay them over to the treasurer; to prepare, under the direction of the board of directors, an annual report of their transactions and the conditions of the association; to prepare and cause to be published every three months a list of all members of this association and shall mail the same to all manufacturers of hardwood lumber, and perform any and all duties which shall be required of him by the board of directors, and generally to devote his best efforts to forward the interests of the association.

XI. BUREAU OF INSPECTION.

The board of directors of this association shall be authorized to make by-laws for the orderly conduct of its own business and meetings and those of the association, and for the furthering of the interests confided to its care.

The board of directors may employ for the association a chief inspector with one or more assistants, who shall be located centrally as regards the lumber market. No one shall be eligible to the position of inspector who is directly or indirectly engaged in contracting or in building, or in any way interested in the profits of the lumber trade. The chief inspector shall be under the control of the board of directors and immediately under the control of the secretary.

XII. MEETINGS.

There shall be an annual meeting for the election of officers and the transaction of other business in January of each year, exact date of such meeting to be fixed by the board of directors, notice of which meeting shall be mailed to each member of the association at least two weeks prior to the holding thereof.

A semi-annual meeting for the transaction of general business shall be held in July of each year, notice of which shall be given in the same manner as for the annual meeting. Special meetings of the association may be called by the president or by a majority of the board of directors, but at least fifteen days' notice shall be given of the time and place for holding such meetings.

XIII. BOARD OF ARBITRATION.

The board of arbitration shall exercise all the power of the board of directors at all times when the board of directors is not in session, subject to the instruction and approval of the board of directors.

XIV. AUDITOR.

Immediately after his election at each annual meeting the president shall appoint an auditor who may or may not be directly connected with any firm or corporation a member of this association, who shall have general supervision of the books and accounts of the association as kept by the secretary and treasurer. It shall be the duty of the auditor to sign each and every voucher drawn by the secretary upon the treasurer which shall have been approved by the president, the auditor certifying as to the cor-

rectness and accuracy of the same. It shall be the duty of the auditor to prepare from the accounts of the association a statement of the financial condition of the association and present same to the president at each annual and semi-annual meeting, who shall cause the same to be submitted to the members.

XV. AMENDMENTS.

These articles may be amended at any annual or semi-annual meeting of the association by a majority of the votes cast; but no amendment shall be considered at such a meeting unless written notice of any change proposed shall be given to the secretary at least thirty days previous to such meeting, and, giving the usual notice to the membership of the holding of such meeting, it shall be the duty of the secretary to incorporate such suggested amendments in such call or notice.

BY-LAWS.

- Order of business.
 - Roll call.
 - Reading of minutes of last meeting.
 - Enrollment of new members.
 - Reports of secretary and treasurer.
 - Reports of committees.
 - General business.
 - Election of officers (at annual meeting).
 - Selection of location for next meeting.
- The board of directors shall make such additional by-laws and rules for the transaction of the business of this association as they may deem its development to require, and five of such directors shall constitute a quorum for the transaction of business at any meeting.
- Absent members of the association are allowed to be represented and vote by proxy given in writing to any member of the association, of any employe of said firm or company, provided that no person shall vote more than two proxies besides that of the firm or company of which he shall be a member or employe. The secretary of any regular meeting shall make a register of all those present entitled to vote, with a record of the proxies held and the number of votes entitled to be cast by each individual present.
- The expenses incurred by the secretary in investigating claims of members shall be paid by the association when the investigation sustains the member, and the secretary shall report such claims to the members of the association. The expenses shall be paid by the member when his claim is not sustained.

Provided, however, that no claim shall be investigated under this provision unless the shipment originated with a member of this association and unless that member shall have called for such investigation.

We, the undersigned firms, corporations and individual manufacturers of hardwood lumber, do hereby attach our signatures and agree to abide by the conditions mentioned in this constitution and by-laws as above set out.

- Henry Maley, Edinburg, Ind.
 Love, Boyd & Co., Nashville, Tenn.
 C. & W. Kramer, Richmond, Ind.
 Yellow Poplar Lumber Company, Coal Grove, O.
 Kentucky Lumber Company, Burnside, Ky.
 B. F. McMillan, McMillan, Wis.
 A. B. Nicker & Sons, Princeton, Ind.
 Prewitt-Spurr Manufacturing Company, Nashville, Tenn.
 Indiana Lumber Company, Nashville, Tenn.
 S. T. Dering Hardwood Lumber Company, Petersburg, Ind.
 C. Crane & Co., Cincinnati, O.
 Murdock Veneer & Lumber Company, Washington, Ind.
 Benedict-Love Company, Fort Hill, S. C.
 Vausant, Kitchen & Co., Ashland, Ky.
 Pardee & Curtin Lumber Company.
 N. C. Foster Lumber Company, Fairchild, Wis.
 Paepcke-Leicht Lumber Company, Chicago.
 Ward Lumber Company, Chicago.
 Boynton Lumber Company, Cape Girardeau, Mo.
 Rodes-Junk Lumber Company, Tateville, Ky.
 W. J. Cude, Klummins, Tenn.
 Moore & McFerran, Memphis, Tenn.
 Swann-Day Lumber Company, Clay City, Kan.
 Lieberman, Loveman & O'Brien, Nashville, Tenn.
 D. M. Rose & Co., Knoxville, Tenn.
 H. V. Hartzel, Greenville, O.
 The Loomis & Hart Manufacturing Company, Chattanooga, Tenn.
 Davidson-Benedict Company, Nashville, Tenn.
 John B. Ransom & Co., Nashville, Tenn.
 C. H. Barnaby, Greencastle, Ind.
 F. W. Blair, Chattanooga, Tenn.
 J. C. Ross, Millwood, W. Va.
 C. M. Carrier & Son, Sardis, Miss.
 S. S. Fair & Co., Barfield, Ark.
 Norman Lumber Company, Louisville, Ky.
 T. J. Asher & Sons, Wasota, Ky.
 Frank E. Fee, Newark, O.
 W. M. Ritter Lumber Company, Columbus, O.
 Himmelberger-Harrison Lumber Company, Morehouse, Mo.
 Maley & Wertz, Evansville, Ind.
 May, Thompson & Thayer, Evansville, Ind.
 Moffitt-Bowman Lumber Company, Madison, Ind.

The election of officers was held and resulted as follows:

- W. M. Ritter, president.
 C. Crane, vice-president.
 F. C. Fischer, treasurer.

State Vice-Presidents—West Virginia, H. B. Curtin; Indiana, C. H. Barnaby; Illinois, C. A. Ward; Tennessee, J. B. Ransom; Ohio, Friedman; Kentucky, Floyd Day; Wisconsin, Eugene Shaw; North Carolina, C. T. Benedict; Missouri, C. D. Boynton; Maryland, R. E. Wood; Arkansas, S. S. Fair.

On motion of Mr. Fischer, the Yellow Poplar Manufacturers' Association was merged with the Hardwood Manufacturers' Association.

On motion convention adjourned until 8 p. m.

At 9 o'clock p. m. the meeting was re-assembled and the grading rules committee, consisting of John W. Love, Wm. Threlkeld, F. C. Fischer, A. G. Wetmore, E. J. Foster, E. B. Norman, J. H. Himmelberger, R. M. Carrier and C. H. Moore, presented the following report, which, after considerable discussion, was adopted. (Rulings on dressed lumber not given.)

RULES FOR INSPECTION OF LUMBER. GENERAL INSTRUCTIONS.

- The inspection of lumber is largely a matter of judgment, and these rules are intended to define in a general way such inspection.
- Exceptions to the general rules of grading will be found under the heading for each kind of lumber.
- Lumber must be inspected and measured as the inspector finds it, of full length and wide. He shall make no allowance for the purpose of raising the grade.
- In inspecting all lumber, both sides of the piece shall be taken into consideration in making the grade, bearing in mind that 90 per cent of all lumber only shows one face when finished.
- Lumber should be well manufactured, of even thickness, and have parallel edges, and all ragged and bad ends shall be trimmed off. Properly manufactured lumber refers to the sawing of the lumber as to thickness and general workmanship, and not to the grade of the lumber after it is manufactured.
- Tapering lumber shall be measured one-third the length of the board from the narrow end.
- All lumber shall be tallied surface or face measure and the tally counted up, and the one-quarter or one-half added to the total where the lumber is one and one-quarter or one and one-half inches thick, and two inches and thicker to be multiplied by the thickness. All fractions below $\frac{1}{2}$ -foot to be dropped and not counted. All fractions above $\frac{1}{2}$ -foot to be counted to the next figure on the board rule, and fractions exactly on the $\frac{1}{2}$ -foot to be given alternately to buyer and seller.
- All lumber less than 1-inch in thickness shall be measured face measure.
- The standard lengths are 4 to 16 feet. Standard thicknesses are $\frac{3}{4}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, $1\frac{1}{4}$, $1\frac{1}{2}$, 2, $2\frac{1}{2}$, 3 and 4 inches when dry.

LOG SCALE.

- $7\frac{1}{2}$. Doyle and Scribner rule.
 Doyle, 27 inches and under.
 Scribner, 28 inches and over.

STANDARD DEFECTS.

- One knot $1\frac{1}{4}$ inches in diameter.
- Two knots not exceeding in extent one standard knot.
- Worm holes, grub holes or rafting pin holes not exceeding in extent or damage one standard knot.
- Heart, shakes, rot or dot not exceeding in extent or damage one standard knot.
- Splits are not to exceed 12 inches in length in firsts, or one-sixth the length of the piece in seconds. In the aggregate, not more than 20 per cent of the whole in either quality may be so split.
- Sap to one-fifth the width of the board in the aggregate.
- One bark edge or wane not to exceed one inch in the aggregate running not to exceed one-third the length of the board, and showing only on one side, and to be measured.

EXPLANATIONS.

- Ordinary season checks are not to be considered defects.

16. Black-stain is not a defect if planing it once will remove it.

17. Sap shall be considered bright that will show bright after planing.

18. Splits that do not diverge more than one inch for each foot in length are straight splits.

19. A straight split not exceeding 6 inches in length in one end of a piece of lumber, 8 inches and over wide, shall not be considered a defect.

20. Sound heart will reduce to the next lower grade if longer than the width of the piece.

21. In grades below first and second, boards with one clear face 8 inches and over wide shall be raised one grade.

22. The location of defects in a piece has much to do with the value of it and should have great weight in deciding the grade.

23. Wide pieces of lumber that would take two or three standard knots may have one large knot equal to two or three standard knots if there are no other defects.

24. The rules for the inspection of lumber are intended to define the poorest piece that will go in a given grade. Where the defects are slightly beyond the specifications making it a line board 14 and 16 foot lengths should be given advantage in grade; 10 and 12 foot reduced.

25. All widths and lengths mentioned in these rules shall be inclusive.

STANDARD GRADES.

FIRSTS AND SECONDS.

26. Are combined as one grade. Firsts shall be 6 inches and over wide, 10, 12, 14 and 16 feet long, and free from all defects except in pieces 8 inches and over wide, which will admit of one standard defect; seconds are 6 inches and over wide, 8 to 16 feet long; pieces 6 and 7 inches wide will admit of one standard defect; pieces 8, 9 and 10 inches wide will admit of two standard defects; pieces 11, 12 and 13 inches wide will admit of three standard defects. As widths increase defects may increase in proportion. This grade will admit 15 per cent of 10-foot and 5 per cent of 8-foot lengths; 8-foot lengths must grade first in quality.

NO. 1 COMMON.

27. The lengths are 6 to 16 feet, not to exceed 10 per cent of 6-foot lengths. The widths are 4 inches and over.

Four and 5 inches will admit of one standard knot or equal defects.

Six to 11 inches wide, 8 and 10 feet long, must work two-thirds clear face in not over two pieces.

Twelve inches and over wide, 8 and 10 feet long, must work two-thirds clear face in not over three pieces.

Six to 11 inches wide, 12 feet and over long, must work two-thirds clear face in not over three pieces.

Twelve inches and over wide, 12 feet and over long, must work two-thirds clear face in not over four pieces.

No piece or cutting to be considered which is less than 4 inches wide and 3 feet long, but as the width increases the length may decrease, but the shortest cutting to be considered must be 18 inches long and not less than 8 inches wide. Two-thirds of this grade must be 6 inches and over wide. Pieces 6 feet long must be clear up to 8 inches wide. Over 8 inches will admit one standard defect.

NO. 2 COMMON.

28. The lengths are 4 to 16 feet. The widths are 3 inches and over. Pieces 4 feet long must be clear. Pieces 6 feet long and longer must cut 50 per cent clear faced.

No piece of cutting to contain less than one foot face measure.

NO. 3 COMMON.

29. The lengths are 4 to 16 feet. The widths are 3 inches and over and must contain at least 25 per cent of clear face cutting. No piece to contain less than one-half foot face measure.

NO. 4 COMMON.

30. No. 4 common shall include all lumber not up to the grade of No. 3 common that can be used for cheap fencing, boxing, sheeting, etc. There shall be no clear cutting required in this grade.

Worm holes are not to be considered defects.

SCOOTS.

31. Includes all lumber which falls below No. 4 common.

LOG RUN.

22. Means that full run of the log with all grades below No. 2 common out.

COMMON AND BETTER.

32. Means the full run of the log with all grades below No. 1 common out. This grade must contain at least 25 per cent of firsts and seconds.

MERCHANTABLE.

34. Means the full run of the log with all grades below No. 2 common out, and that the common and better shall be measured full, and No. 2 common one-half.

SPECIAL INSPECTION.

35. Lumber sawed for specific purposes, such as axles, bolsters, tongues, reaches, etc., must be inspected with a view to the adaptability of the piece for its intended use, because in most cases it cannot be used for other purposes.

PLAIN SAWED RED AND WHITE OAK.

36. First and Second—Bright sap up to one-half of the width of the board in the aggregate is not a defect.

37. Common—Bright sap is no defect in common grade.

37½. Clear face strips shall be 8 to 16 feet long, 2½, 3, 3½, 4, 4½, 5, 5½ inches wide and must show one face clear of all defects except bright sap, which shall not be considered a defect.

38. Dimension sawed common oak plank and timbers used for car and building purposes must be free from wind shakes, dry rot, rotten knots or defects which impair the strength of the piece. Sound hearts in this material shall be considered no defect.

QUARTER-SAWED RED AND WHITE OAK.

39. First and Second—One inch of bright sap is not a defect in pieces 8 inches and over wide.

Common—Four-inch pieces allow one standard defect; 5-inch pieces allow two standard defects. Two-thirds in this grade must be 6 inches and wider. Bright sap is no defect.

40. Clear faced strips are 8 to 16 feet long, 2¼, 3, 3½, 4, 4½, 5 and 5½ inches wide, and must show one face clear of all defects except one inch of bright sap.

41. Common strips are 6 feet and over long, not to exceed 40 per cent shorter than 12 feet, and must work two-thirds clear in not more than two pieces. No cutting to be less than 1 foot long, by the full width of the piece. Bright sap is no defect in this grade.

42. Note—Stain and streaks in quarter-sawed oak will often reduce it below the grade of first and second, and inspectors are cautioned to be careful in estimating such defects.

All quarter-sawed oak must show figure on one face.

Ten per cent of scant lumber allowed if not more than 1-16th of an inch scant on the heart edge, if the sap edge is full thickness.

ASH.

43. First and Second—Bright sap is no defect. Five-inch widths admitted when the length is 18 feet and over.

43½. Clear face strips shall be same as oak.

QUARTER-SAWED SYCAMORE.

44. Common—Bright sap is no defect.

PLAIN SAWED SYCAMORE.

45. Bright sap is no defect in any grade.

45½. First and second shall show one red face.

RED GUM.

46. Common—Slightly discolored sap is no defect in this grade.

HICKORY AND PECAN.

47. First and Second—Bright sap is no defect. Pieces 4 and 5 inches wide in this grade must be clear.

BEECH, BASSWOOD, MAPLE, ROCK ELM, SOFT ELM.

48. Bright sap is no defect in any grade.

BIRCH.

49. Bright sap is no defect in any grade. Red birch shall not be less than 75 per cent red on face side.

Four and 5 inch strips shall have one face all red.

Grades on birch, also the woods mentioned in next preceding paragraph, made subject to action of Wisconsin manufacturers.

BUTTERNUT.

50. Standard grading.

WALNUT.

51. Standard grading applies. Forty per cent 8, 9 and 10 foot allowed in firsts and seconds.

CHERRY.

52. Gum spots reduce the piece one grade when their damage exceeds one-sixth of the surface of the piece; when their damage exceeds one-third of the surface the piece shall be reduced two grades.

CHESTNUT.

53. First and Second—Standard grading applies up to 12-inch widths. As widths increase defects may increase in proportion, provided the piece will cut 80 per cent clear in two cuttings, either crosswise or lengthwise, in full lengths or widths of the piece.

Worm holes that are bunched so that their damage will not exceed in extent the number of standard knots allowed in the piece will be admitted.

STANDARD CLASSIFICATION AND INSPECTION OF COTTONWOOD LUMBER.

GENERAL EXPLANATIONS AND INSTRUCTIONS.

It shall be the duty of the inspector in determining the quality of the lumber inspected by him to place same in that class or quality to which it approaches nearest in description and value, at all times using the description of qualities contained in the following rules as the standard of comparison.

He shall inspect and measure all lumber standard grades, lengths and thicknesses as herein described, which shall be known as "Standard Inspection," unless the lumber be cut for specific purposes, in which case he shall be governed by the conditions of the trade as made known to him.

He must inspect all lumber on the poorer side. All tapering boards shall be measured at the narrow end and in lengths of even feet.

Lumber shall be sawed of full and even thickness and of parallel width.

Scant-sawed lumber shall be reduced to the next standard thickness.

Uneven sawed lumber shall be placed in the grade of No. 2 or box common.

The standard lengths are 4 to 16 feet.

The standard thicknesses are ¾-inch, 1-inch, 1¼-inch, 1½-inch, 2-inch, 2½-inch, 3 and 4-inch, when dry.

All lumber less than 1 inch in thickness shall be measured face measure.

Bright sap in cottonwood is not to be considered a defect and sap shall be considered bright which will show bright when planed once.

STANDARD DEFECTS.

One knot of 1¼ inches in diameter. Two knots not exceeding in extent one standard knot.

Worm holes, grub holes or rafting pin holes not exceeding in extent or damage one standard knot.

Splits are not to exceed 12 inches in length in firsts, or one-sixth the length of the piece in seconds; in the aggregate not more than 20 per cent of the whole in either quality may be so split.

One bark edge or wane not to exceed one inch in the aggregate running not to exceed one-third the length of the board and showing on only one side and to be measured.

EXPLANATIONS.

Ordinary season checks are not to be considered defects.

Splits that do not diverge more than one inch for each foot in length are straight splits.

The location of defects in a piece has much to do with its value and should have great weight in deciding the grade.

Wide pieces of lumber that would take two or three standard defects may have one large defect equal to two or three standard defects if there are no other defects.

All widths and lengths mentioned in these rules shall be inclusive.

STANDARD GRADES.

All standard grades of cottonwood shall be classified for the purpose of inspection, as follows:

Box boards, firsts and seconds, No. 1 common, No. 2 or box common and No. 3 common.

BOX BOARDS.

Shall consist of boards 13 inches to 17 inches wide, 12, 14 and 16 feet in length. End splits amounting to 6 inches in length and three sound knots not exceeding three-quarters of an inch in diameter and showing on one side only shall be admitted.

Slightly discolored sap which will dress up sound, not necessarily bright but not black, shall be admitted.

FIRSTS AND SECONDS.

Shall be 6 inches and over in width, 10, 12, 14 and 16 feet in length. Not exceeding 10 per cent of the entire amount may be 10-foot. Pieces 6 to 8 inches wide shall be clear; pieces 9 to 10 inches wide shall admit one standard defect or its equivalent; pieces 11 to 12 inches wide shall admit two standard defects or their equivalent; for each additional 2 inches in width over 12 inches an additional standard defect or its equivalent shall be admitted. In this grade straight splits shall be admitted which do not exceed in length the width of the piece in inches. Slightly discolored sap which will dress up sound, not necessarily bright but not black, shall be admitted.

NO. 1 COMMON.

Shall be 4 inches and over in width, 8 feet and over in length. Not to exceed 15 per cent of the entire amount may be shorter than 12-foot. Pieces 4 and 5 inches wide shall be clear one face and have two square edges. Pieces 6 to 8 inches wide shall admit two standard defects or their equivalent. Pieces over 8 inches wide shall admit two standard defects or their equivalent in addition to those allowed in firsts and seconds. This grade must work three-fourths clear one face; no cutting to be considered which is less than 4 inches wide and 3 feet long.

Straight splits shall be admitted in this grade, in pieces 10 inches and over wide, which do not exceed one-fourth the length of the piece.

Slightly discolored sap shall be admitted in this grade.

NO. 2 OR BOX COMMON.

Shall be 3 inches and over in width, 6 feet and over in length, and shall admit all pieces below the grade of No. 1 common which will work at least one-half without waste for ordinary box-making purposes. Stain, worm holes warped and woolly pieces belong in this grade.

NO. 3 COMMON.

Shall be 3 inches and wider and 4 feet and longer, and must contain at least 25 per cent sound cutting, not less than 3 inches wide and 2 feet long.

COFFIN BOARDS.

Shall be 8, 14 or 16 feet long, cut to dry 3/4-inch thick; 70 per cent to be 13 inches and up wide, 10 per cent to be 10 inches, 10 per cent to be 11 inches, and 10 per cent to be 12 inches; to have one clean face; to be absolutely free of splits; but one face may have one sound knot not to exceed two (2) inches in diameter.

SQUARES.

Shall be graded as No. 1 and No. 2. No. 1 squares shall be practically clear of knots. No. 2 squares admit of sound knots, stained

and seconds 50 per cent must be firsts and 50 per cent may be seconds.

SAPS AND SELECTS.

Saps and selects shall be a combined grade. Saps shall be 4 inches and up wide and clear of knots up to 10 inches. Eleven and 12 inch will admit one standard knot. Thirteen-inch and up will admit two standard knots. Straight splits not to exceed one-fourth the length of the piece will be allowed if there are no knots.

Selects shall be 7 inches and up wide, and grade as good as seconds on face side, the opposite side to grade as good as No. 2 common. Sun checks not showing on face side when dry and knots beyond what would constitute a common, are admitted.

NO. 1 COMMON.

No. 1 common shall be 5 inches and up wide. Five-inch will admit one standard knot or equal defects.

Six, 7 and 8 inch will admit two standard knots or equal defects.

Nine, 10 and 11 inch will admit three standard knots or equal defects.

Twelve, 13 and 14-inch will admit four standard knots or equal defects.

As widths increase defects may increase in proportion, provided the board will work two-thirds clear face cuttings, no piece to be less than 5 inches wide and 3 feet long. Bright sap admitted in this grade without limit, or one-third stained sap; straight splits not to exceed

Eight, 9, 10 and 12 foot will admit two standard knots or 2 inches of bright sap on two corners.

Fourteen, 16 and 18 foot lengths will admit three standard knots or 3 inches of bright sap on two corners.

Seconds shall be graded same as firsts as regards knots, but bright sap shall be admitted without limit. If there are no knots one-third sound discolored sap will be admitted or slight seasoning checks on one side. These defects are based on 6x6 squares and bear the same ratio in other sizes.

COMMON SQUARES.

Common squares will include all squares not up to the grade of firsts and seconds that will cut two-thirds their length clear in short pieces that can be used for newels and short turnings, or will admit of stained sap without limit if they have no more defects than would go in a second, or will admit of slight seasoning checks running full length on two sides.

BOX BOARDS.

Eight to 12 and 13 to 17 inches, 12, 11 and 16 feet long only. Bright sap is no defect or slight discolored sap that will dress up sound, not necessarily bright but not black.

One sound knot not to exceed 1 inch in diameter, showing on one side only, will be admitted in this grade. Splits in 12-foot may be 15 inches, or a knot that will cut off, leaving the board 10 feet 6 inches long. Fourteen-foot is used for making one side 10 feet 6 inches and one end



John W. Love. F. M. Hamilton. John B. Ransom. S. Lieberman. J. H. Baskette. M. F. Greene. J. H. Baird
THE NASHVILLE DELEGATION AT THE HARDWOOD MANUFACTURERS MEETING.

sap, small season checks, splits (not to exceed 12 inches in length) and pin worm holes will be allowed.

POPLAR.

FIRSTS AND SECONDS.

Firsts shall be 8 inches and up wide and clear up to 10 inches.

Eleven and 12 inch will admit 2 inches of bright sap.

Thirteen and 14 inch will admit 2 inches of bright sap and one standard knot, or 4 inches of bright sap if there are no knots.

Fifteen and 16 inch will admit two standard knots or one standard knot and 3 inches of bright sap, or 5 inches of bright sap with no other defects.

As widths increase defects may increase in proportion.

Seconds shall be 6 inches and up wide.

Six and 7 inch must be clear.

Eight-inch will admit 1 inch of bright sap, but no other defects.

Nine, 10 and 11 inch will admit one standard knot or 2 inches of bright sap or equal defects.

Twelve and 13 inch will admit two standard knots or one standard knot and 2 inches of bright sap, or 4 inches of bright sap if there are no knots or equal defects.

Fourteen and 15 inch will admit three standard knots and 4 inches of bright sap, or 7 inches of bright sap if there are no knots or equal defects.

As widths increase defects may increase in proportion. At 18 inches and up sap is not to be considered a defect in seconds, provided there are no knots. In the combined grades of firsts

one-third the length of the piece not to be considered a defect in this grade.

NO. 2 COMMON.

No. 2 common shall include all lumber 4 inches and up wide that will not come up to the grade of No. 1 common that will cut 50 per cent clear face in short pieces. No cutting to be less than 2 feet long and 4 inches wide. Stained sap shall not be considered a defect in this grade.

NO. 3 COMMON.

The lengths are 4 to 16 feet. The widths are 3 inches and over, and must contain at least 25 per cent of clear or clear face cutting. No piece to contain less than one-half foot face measure.

NO. 4 COMMON.

No. 4 common shall include all lumber that will not come up to the grade of No. 3 common and will be a board that can be used for sheathing, crating, boxing, etc. Fine pin worm holes admitted in this grade if the lumber is sound.

SCOOTS.

Scoots shall include all lumber that will not come up to the grade of No. 4 common.

STRIPS.

Strips shall be 4, 5 and 6 inches wide and clear on face side, admitting 1 inch of sap on one edge showing only on one face.

SQUARES.

Firsts are to be sound and free from hearts, shakes and checks.

3 feet 6 inches, so a split is a serious defect in this length, but 10 per cent of all 14-foot in a given lot may have one split not to exceed 12 inches in length. Sixteen-foot may have one standard knot showing through the piece, provided it will cut two pieces, same as a 14-foot board.

The only real difficulty arose on cottonwood, Mr. Wetmore presenting the majority report and Mr. Moore the minority report. They settled their differences between themselves and the above report was the compromise.

The report of the price list committee was then presented as follows:

The committee on values begs leave to submit the following report:

A majority of the committee appointed are not present at this meeting. The work which this committee is required to do is of such importance that we deem it inexpedient and inadvisable to attempt it with less than one-half the committee present and in such a limited time. The prices on poplar having already had intelligent consideration and having been promulgated and put into use at Lexington and having been established, we recom-

mend that an advance be made on the poplar list as adopted at Lexington of \$1 a thousand feet on all grades covering No. 1 common and better on rough lumber and stock surfaced two sides, to take effect at once.

We recommend that the secretary take up with each member the matter of price on oak, ash, chestnut and other hardwoods, securing as nearly as possible the present selling price as used by each member; also the stock on hand, whether it is increasing or diminishing and the opinion of the members so reporting as to the advisability of an advance or otherwise in the price of each kind of hardwood.

When this information is compiled, say within the next thirty days, the committee on values to meet and consider the matter and adopt an official price list on these goods.

J. H. BASKETTE,
Chairman,
FRANK F. FEE,
R. T. McKEEN,
Committee.

There was some dissent on the part of Mr. Lieberman in advancing the price on poplar, but the report was finally adopted unanimously.

It was further decided that dues should be computed on shipments made after April 18 on poplar and after June 3 on other hardwoods.

CONVENTION NOTES.

Claude Moore is about the same size as Billy Smith and got there with the 6-inch and up cottonwood just the same.

* * *

E. C. Atkins & Co., the saw manufacturers of Indianapolis, Ind., were represented at the meeting by Messrs. N. A. Gladding, the secretary of the company, and J. O. Tate, southern representative. Mr. Gladding brought down some souvenirs in the shape of cigar clippers, which were passed around.

* * *

Claude Maley, who recently acquired his father's interest in the firm of Maley & Wertz at Evansville, Ind., was present, and is greatly interested in the success of the association. He had just returned from a three months' trip abroad, but as he was on his honeymoon, did not gather much information as to the state of trade in the foreign markets.

* * *

The Kentucky Saw Works of Louisville were popularizing themselves with the trade by giving lumber rules away.

* * *

George K. Smith, secretary of the Southern Manufacturers' Association, made an able presentation of the workings of their organization and a rising vote of thanks was given him before adjournment.

* * *

John A. Thompson, of the firm of May, Thompson & Thayer, Evansville, Ind., is getting the convention habit—he hasn't missed any of them lately. Frank May of the same firm was also present.

* * *

A. G. Wetmore, of the Paepcke-Leicht Lumber Company, Chicago, was an active

participant in the proceedings and showed himself thoroughly posted in cottonwood matters.

* * *

That old wheel horse from Indiana was there, too—Sam P. Burkholder. The J. P. Walter Lumber Company were not eligible to membership, not being manufacturers, but Mr. Burkholder couldn't resist looking in on some of the boys.

* * *

It is always said that there are a few who control the actions of the many in convention work, but if any one thinks that that Nashville crowd can be controlled, we would like for them to take a look at the faces of that same delegation as they appear on another page.

* * *

In using illustrations produced from other papers it is customary to give credit therefor, so we presume we should say thank you to the American Lumberman for the Nashville picture used in this issue, which, however, is more than they did when they used about twenty of ours in their issue containing report of the National association meeting.

* * *

Mr. E. J. Foster, of the N. C. Foster Lumber Company, Fairchild, Wis., came all the way from Wisconsin and was the only representative from that state present, but he took good care of the interests of the Wisconsin hardwood manufacturers.

NO FEAR REGARDING POPLAR.

Ford, Ky., June 4, 1902.

To the Editor:—It is amusing to get letters about like this: "You are getting poplar so high people will quit using it." Will they? It is not nearly as high as pine was, and is, which is an inferior wood to poplar. Poplar will answer every demand of pine, and lap over and make or be used for many purposes that pine does not reach, for instance, coach panels, car finish, graining work, pinnacles, columns. I can show older, and in better conditions, doors, sash and siding made of poplar than any man North or South can show in pine, or any other wood. A good many folks don't know poplar. "People will quit using it." I think they will, for very soon this most useful of all woods will be, like the best pine, used up. We are at the largest manufacturing point of poplar lumber in Kentucky. If the party writing about "too high" could see the number of orders refused from first-class concerns, and the other number of solicitations from second and third class concerns, scalpers and commission men, that go daily in the waste basket, he would not write "too high, people will quit." Poplar will never be too high while the best wood for exposure and last is in demand, nor while the smoothest finish for finest paint work is wanted. The strange thing about it is that it was ever so low. It should go higher, at least as high as the best pine. I had rather have an investment in poplar timber than any bank or railroad stock. This is no advertisement, none is needed, a man who has poplar need not drum. He can "say nothing and saw wood."

Yours truly,

J. M. THOMAS.

Ford Lumber & Manufacturing Co.

NEWS SUMMARY.

The saw mill at Danville, Ill., belonging to Jacob Mahley, will be removed to Sullivan, Ind.

The Fort Smith Lumber Company is putting in a five-mile spur to their timber from near Casa, Ark.

The Pike City Lumber Company of Wausau, Wis., has filed its charter, allowing it to do business in Arkansas.

The Cartier Lumber Company of Ludington, Mich., have purchased 980 acres of hardwood timberland lying on Hamlin Lake.

The Farrar Lumber Company will rebuild its mill, recently destroyed by fire. The property destroyed amounted to about \$35,000, with no insurance.

S. T. McKnight of Minneapolis has sold all his interests in the Northwestern Lumber Company of Eau Claire to the Eau Claire stockholders for \$1,250,000.

The Avery saw mill at Alpena, Mich., owned by the Richardson Lumber Company, was destroyed by fire on the 22d inst. There was only partial insurance. The mill will be rebuilt.

Fire completely destroyed the woodworking plant of the Illinois Car & Equipment Company at Hegewisch, Ill., June 4. The loss was near \$75,000, fully insured. They will rebuild immediately.

The Lesh, Pronty & Abbott Company, whose mill at East Chicago burned recently, are installing the Leslie Lumber Company's mill on the old site, which they purchased and removed from Michigan City, Ind.

The old and well-known firm of P. E. Brenan & Co., hardwood lumber dealers, Baltimore, Md., are selling out the stock on hand for the purpose of retiring from business. The firm was organized in 1801. In its long career of 101 years the business has passed through three generations without a failure or extension of time asked for on any obligations. The present members of the firm are Matthew S. Brenan and Edward M. Brenan. The former will continue as president of the Mutual Life Insurance Company of Baltimore, and the latter will retire from business entirely.

INTERCHANGEABLE MILEAGE.

We take pleasure in announcing that, effective June 1, 1902, the interchangeable mileage credit system of the Western Passenger Association (the Red Book) will become operative on the Mobile & Ohio Railroad, between stations north of the Ohio River (St. Louis to Cairo, inclusive).

C. M. SHEPARD,

General Passenger Agent.

JNO. M. BEALL,

Assistant General Passenger Agent.

The Man About Town.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

(CONTINUED.)

In our last issue we recited the fact which led up to the organization of the National Hardwood Lumber Association and in this issue we will begin a narration of the rise and progress of that association.

I hesitate to go on with this narrative for the fact that in giving it I must make mention of my own part in it. This my extreme modesty renders repulsive to me and it will doubtless prove tiresome to you, but there is no way of giving the history of the National association without doing so. From the fact that it was a portion of my business as a representative of the Hardwood Record to travel about the country to get acquainted with the lumbermen, and incidentally separated them from a portion of their money; and from the further fact that I could go almost anywhere on passes, I have done much of the field work for the association, and in the beginning of the organization field work was very essential to its success. Almost all this work, however, was done under the direction and guidance of President W. A. Bennett and Secretary A. R. Vinnedge. They would outline the work and send me forth to execute it, all they asked being that I should do the work and do it well, and pay my own expenses. I cannot take the credit of paying the expenses to myself, however, as Mr. C. V. Kimball, the present proprietor of the Record, is entitled to half of it, the Hardwood Record, of which I at that time was part owner with Mr. Kimball, paying the expenses and furnishing transportation.

So if in the following narrative I am forced to give myself some prominence, you will understand that it is very painful to me to do so and nothing but necessity could drive me to do it.

* * *

The first move in the direction of a national association of hardwood lumbermen and a uniformity in inspection was made by Chicago, when the hardwood committee of the Chicago Lumbermen's Association, in December, 1895, learning that the Wisconsin Hardwood Manufacturers' Association proposed making a set of rules, appointed a committee and requested a conference with the Wisconsin Hardwood Manufacturers' Association for the purpose of attempting to secure a uniformity in inspection rules. Further developments rather tend to show that the Chicago contingent's idea of securing uniformity was to have the Wisconsin people adopt the Chicago rules. However that may be, Chicago is entitled to the credit of making the first move.

The result of Chicago's correspondence with Wisconsin was that, after the Wisconsin association had adopted a set of

rules, so as to be on an equal footing with the other associations, it issued invitations to Chicago, Minneapolis and Michigan to meet at Marshfield, Wis., for a conference looking to a uniformity in inspection rules on northern lumber.

The meeting was called for Marshfield, Wis., on Tuesday, January 21, and Chicago was represented by H. S. Hayden, E. F. Dodge, R. T. Witbeck, L. B. Lesh, M. A. Vinnedge and F. W. Upham. Minneapolis was represented by M. H. Coolidge, president of the Northwestern Hardwood Association; J. H. Hiscock, W. H. Sill, A. H. Barnard and D. F. Clark. Michigan sent only one delegate, Mr. James Cameron of Central Lake, Mich. Wisconsin was represented by about a dozen of her best hardwood lumbermen, ably led by Mr. C. S. Curtis of Wausau.

Nothing resulted from this meeting, apparently.

The Wisconsin association had adopted a set of rules which the Minneapolis and Chicago contingent would not even consider. "The best of good feeling prevailed, however, and it was recognized that this was only the beginning.

* * *

It is curious to look over those old Wisconsin rules and see that they are almost identical with the present rules of the National Hardwood Lumber Association.

Firsts were 8 inches and over wide, 10 feet and over long, which is the present rule of the National association.

Seconds were 6 inches and over wide, 8 feet and over long, not to exceed 10 per cent of 10 feet, nor 5 per cent of 8 feet in any lot. That is exactly the National rule as adopted at St. Louis. At 7 inches wide, the old Wisconsin rule says: "A piece may contain some slight defect, such as a small round knot that does not show through on both sides, or if the knot is within 2 feet of the end of the piece it may show through. At 8 inches will admit of defects equal to one standard defect," etc.

Compare that with the rule adopted at St. Louis on northern hardwoods: "Seconds must be 6 inches or over wide, 8 to 16 feet long; pieces 8 feet long must be clear; piece 10 feet or over long, 6, 7 or 8 inches wide may have one standard defect; pieces 9, 10 or 11 inches wide may have two standard defects or their equivalent," etc.

The old Wisconsin rule which Chicago and Minneapolis would not even consider, made commons 5 inches and over wide, 6 feet and over long. The present rule of the National Hardwood Lumber Association makes commons in northern woods 3 inches or over wide, 6 feet or over long.

I remember that a large portion of the discussion at that meeting was as to whether the cuttings in common should be 66 2-3 or 75 per cent, the Wisconsin people

favoring 66 2-3 and the other delegates favoring 75 per cent. The present rule of the National association on all woods is 66 2-3.

Most of the discussion aside from the discussion of the percentage of cutting in common was devoted to a discussion as to whether the standard knot should be sound, Wisconsin contending that it should be either sound or unsound, the other delegates insisting that it should be sound. The present rule of the National association admits knots sound or unsound as standard knots.

The foregoing comparisons show what a change has been wrought in the sentiments of the trade. The Wisconsin rules were laughed at by those who had theretofore made inspection rules, and there was some jesting remark made about the tail attempting to wag the dog. That was six years ago and the result of the St. Louis meeting shows that the tail has wagged the dog, for the national rules as at present, although different in construction and phraseology, are practically the rules offered by the Wisconsin association at the Marshfield meeting in 1896.

* * *

That was the first move toward securing uniformity of inspecting rules, and while it apparently bore no fruit, it was, in fact, the leaven which has eventually leavened the trade. It set people to thinking and when Chicago revised her rules shortly thereafter, some concessions were made toward the Wisconsin rules, notably the admitting of the unsound 1 1/4-inch knot as a standard defect. This meeting also set other people to thinking and to considering if another conference on inspection rules might not produce a better result.

* * *

Only those actively engaged in the hardwood lumber business at the time of the Marshfield meeting can have any conception of the conditions existing in the hardwood trade at that time. A man who would enter the hardwood lumber business to-day could not comprehend it and would not believe it. Chicago had a set of inspection rules different from the inspection rules of any other market; so had Minneapolis, St. Louis, Cincinnati, Cairo, New York, and, in fact, every other market of any consequence. And those rules were interpreted and applied by the inspectors in the employment of the different markets and the result was very unsatisfactory to the shippers of lumber. Such a condition of confusion existed in the grading of lumber, and the opportunities for unfair and dishonest practices were so great that the feeling between the manufacturers and dealers was one of extreme bitterness.

This condition not only injured the manufacturers, but it injured the dealers

who were attempting to do anything near a legitimate business. Manufacturers in those days were not nearly so well posted in the grading of lumber as they are today, and the majority of them were not nearly so well equipped for producing good lumber, so that much of the lumber shipped was of inferior quality and very poorly graded; but no matter how much a reduction in their invoice was justified, a manufacturer would only believe that such a reduction was dishonest and unfair and would act accordingly.

The condition existing in most of the city markets, and especially in Chicago, among the dealers of those markets, were but little better than the feeling existing between the manufacturers and the dealers. I well remember that when I first entered the lumber newspaper business, I would go from office to office in Chicago and I would find every lumberman thinking ill and speaking ill of almost every other lumberman.

The condition was one of absolute chaos and could not have been worse. When things are at the very worst, however, it is impossible that they can become any worse, and, as they cannot stand still, they must improve; and the improvement dates from the conference meeting at Marshfield. It was followed shortly thereafter by the withdrawal of the hardwood lumbermen from the White Pine Association of Chicago and the organization of the Chicago Hardwood Lumber Exchange. The next market to fall in line was Cincinnati, through the organization of its lumbermen's club. Then followed Memphis, Michigan and Indiana in the way of local organization, and the National association brought them all under one flag. All of those associations have done good work for their members and for the trade at large; but without wishing to detract from the credit due any other organization, it must in all fairness and justice be said that the greatest credit belongs to the Chicago Hardwood Lumber Exchange.

* * *

After the Marshfield meeting it was two years before any further steps were taken toward securing uniformity in inspection. It takes a long time to set large bodies in motion, but after thinking the matter over for two years the trade made up its mind that uniform inspection might be attained. The leaven of the Marshfield meeting began to produce visible results.

The next move was made by the Cairo Lumber Exchange, in writing the Chicago Exchange that it proposed to revise its inspection rules and would like to have a conference with the Chicago hardwood lumbermen to see if an agreement might not be reached whereby Cairo and Chicago could have identical rules. This was about the 1st of March, 1898, but a few days later, by a remarkable coincidence, the president of the Chicago Exchange, Mr. H. S. Hayden, received a letter from

Mr. M. H. Coolidge, president of the Minneapolis association, along the same lines as the Cairo letter. After diligent search I have been unable to find those letters, a copy of which I would very much have liked to insert at this point.

Cairo, of course, was only interested in the rules on southern lumber; Minneapolis was only interested in rules on northern lumber; Chicago was interested in both. Thus the conference on rules would need to cover the entire field, and at a meeting of the Exchange to consider the proposition from Cairo and Minneapolis, it was decided that St. Louis, Cincinnati and other markets should be invited to participate in the conference. Accordingly on March 12, 1898, the Chicago Exchange issued invitations to the various associations in the western hardwood territory to meet in Chicago on April 8 to take part in a conference looking to the securing of a set of inspection rules to be uniform throughout the country.

The invitation was that each association should send three delegates and in the course of time the invitation was accepted by St. Louis, Cairo, Minneapolis, Cincinnati and Memphis, and it became evident that the meeting would be largely attended.

The invitation having been issued by the Chicago Exchange, it devolved upon that Exchange to make preparations to take care of the meeting. The meeting was called for Friday, so that only two days could be available in which to do the work, and when it was considered that it would take probably until noon for the delegates all to arrive, it only left a day and a half in which to reach an agreement. It was evident that the work would need to be pushed very rapidly, as the delegates had never worked together and were, in most cases, unacquainted with one another. It seemed rather doubtful whether they could get their various views on inspection harmonized in that short time, and it was certain that they could not unless thorough preparations were made for getting them promptly organized and down to business. I talked this matter over with Mr. A. R. Vinnedge, who was the chief promoter of the enterprise among the Chicago lumbermen, and an informal conference was held in the Schiller restaurant on the evening of April 5. There were present: A. R. Vinnedge, L. B. Lesh, E. S. Pierce and myself, and the question of making arrangements for the meeting was discussed.

* * *

I stated it as my opinion that a set of national rules should have a national organization back of them to push the work of securing their adoption throughout the country, to hold the lumbermen in line and to call meetings for the revision of the rules, etc., and I proposed the organization at the coming meeting of a national association of hardwood lumbermen.

This matter was thoroughly discussed

and it was finally agreed that that was the proper course to pursue.

"But," said Mr. Vinnedge, "in effecting this organization we cannot infringe too greatly upon the time of the convention. It is absolutely necessary that an agreement be reached. If this meeting adjourns without reaching an agreement on rules, it may be a good many years before another attempt will be made; and we must make arrangements so that the organization of the National association will take as little time as possible."

Messrs. Pierce and Lesh were skeptical as to whether it would be possible to go over the entire set of inspection rules and reach an agreement in so short a time without attempting anything else.

"Why," said Mr. Pierce, "you know that last winter we put in all our spare time for three months preparing a set of inspection rules, and we only had ourselves to consider. Now when the people from Memphis, St. Louis and all other markets get together, each with different ideas of inspection, which must be harmonized, how in the world are we to do it in so short a time?"

To this it was replied that the work could be done by subdividing it, by appointing a large committee on rules, dividing it into subcommittees and assigning to each a certain work. No committee could go over the entire set of rules in that time. It would be impossible; but it might be possible for a committee to reach an agreement on the rules on oak within that time. It would be possible also for another committee to agree on a rule on poplar. The northern woods, on which the inspection is very similar, could be handled by another committee, and so on; and we would still have time to form the National association.

After further discussion along those lines, I was requested to prepare a plan of organization, embodying it in a constitution and by-laws, and submit same to a future conference. This was to save the time of the convention and to hasten the work of organization.

This work I did and the document was presented to a future conference and approved after some modification; and when the time came to call the meeting to order on April 8, the Chicago lumbermen had arrangements pretty thoroughly made.

* * *

Each of the markets invited sent three delegates, with the exception of Memphis, which only sent one, Mr. E. E. Goodlander, and Cincinnati, whose lumbermen, under the energetic leadership of Mr. W. A. Bennett, came to Chicago in a special car to the number of thirteen. Mr. Bennett stated that he saw no reason why the number of delegates should be restricted to three, so he brought along all he could induce to come.

The meeting was called to order at 11 a. m. in one of the parlors of the Great

Northern Hotel by R. T. Witbeck, president of the Chicago Hardwood Lumber Exchange, with about fifty lumbermen present. Mr. Witbeck was chosen temporary chairman and Mr. M. M. Marsh temporary secretary.

Mr. Witbeck stated the object of the meeting to be the formation of a uniform set of inspection rules.

After some discussion it was agreed that a uniform set of inspection rules would be of little avail without an organization of some kind to protect them, and Mr. Russe, of Russe & Burgess, at that time of Cairo, moved that the convention proceed to form a national association of hardwood lumbermen. This motion was discussed pretty thoroughly, as but few, if any, of the delegates came to Chicago with any idea of forming such an association, and with no authority from their various local organizations for entering into such an arrangement. It was finally agreed, however, to proceed, and a committee on permanent organization was appointed, and the meeting adjourned to reassemble at 2 o'clock p. m. in one of the parlors at Kinsley's, the room in the Great Northern being too small.

The committee on permanent organization met immediately after the adjournment of the convention, and I went before them and submitted our plan of organization, stating that it was merely a suggestion and was prepared to save the time of the convention. This plan was read and the only change made in it was in the name. The name in the document I submitted was the "National Hardwood Lumbermen's Association." At the suggestion of Mr. Bailey of Minneapolis, that name was changed to the "National Hardwood Lumber Association." Otherwise the document was approved as read, and in less than thirty minutes the committee on permanent organization was ready to report.

The convention reassembled at Kinsley's at 2:30 p. m., the report of the committee on permanent organization was unanimously adopted and a committee was appointed to report nominations for permanent officers. The report of that committee shows how much the National association owes to good luck. Very few of the delegates present personally knew either Mr. W. A. Bennett of Cincinnati or Mr. A. R. Vinnedge of Chicago, and it was only a piece of good fortune that they were elected to fill the offices of president and secretary; and the success of the association was very largely due to that happy choice.

The officers elected were as follows: President, W. A. Bennett of Cincinnati; vice-president, F. H. Smith of St. Louis; secretary, A. R. Vinnedge of Chicago; treasurer, W. C. Bailey of Minneapolis, and the directors, W. B. Dutton of Racine, W. H. Russe of Cairo and J. W. Thompson of Memphis.

Upon taking the chair as president, Mr.

Bennett made a speech prophetic of his entire conduct as president. He said in substance:

"Gentlemen:—You probably expect me to make a speech, but I am not a speech maker. We haven't the time for speech making, anyway. We will get down to business."

A committee of twenty on inspection rules was immediately appointed, the convention adjourned until Saturday morning and the committee got down to business upon its apparently hopeless task of agreeing on a set of inspection rules within twenty-four hours. The inspection committee met immediately after adjournment and organized by electing F. H. Smith of St. Louis, chairman. After a short discussion the committee was subdivided and a certain amount of work given to each subcommittee.

When the meeting was called together at 10 o'clock Saturday morning it was found that several of the subcommittees had not yet agreed and the convention adjourned to 2 p. m., Saturday afternoon. By noon all the subcommittees were ready to report, and promptly at 2 p. m. the convention was reassembled to hear the report of the committee. Being pressed for time, the committee was unable to present a completed report, so the subcommittees reported directly to the convention and with slight amendments their reports were adopted, and by 3 o'clock the convention had agreed upon a set of inspection rules. Another hour was then devoted to a general discussion of the work of the convention and the future of the association.

It was decided that, admitting the work on the inspection rules as being imperfect and incomplete, another meeting should be held at the earliest possible date. So a meeting was called for the first Monday in the following month, namely the 5th of May, to be held at St. Louis, and the meeting adjourned.

* * *

I have devoted a good deal of time and space to this first meeting, much more than it will be necessary to devote to any of the following meetings. I have done this for the reason that it seemed important in compiling the history of the National association that the reader should have a clear understanding of the various steps leading to the organization of the National association, and the result of the first attempt among the representatives of all the western markets to arrive at an agreement upon a set of rules. Before the meeting assembled it was the opinion of nine-tenths of the lumbermen at least that no agreement could be reached and that nothing would come of it. Even among those who attended, this feeling prevailed; but it was so manifestly a good move to make the attempt, and if it should succeed it would be so good a thing for the hardwood trade, that, from a sense of duty, they took chances and attended the meeting. There were a few

who had felt that the lumbermen could get together, but the success of the meeting was largely due to the excellent management of the meeting and the excellent preparations which had been made for it.

In the excellence of its management the National Hardwood Lumber Association has been extremely fortunate. Anyone who has attended a meeting of the National association and is in a position to compare the proceedings of that meeting with the proceedings of the meetings of other associations, will bear witness that for clean-cut, business-like methods the meetings of the National Hardwood Lumber Association are pre-eminent. Another cause of the success of the first meeting was the feeling among the delegates at that meeting, that unless an agreement was reached the cause of uniform inspection would receive a serious backset. Each delegate came prepared to make concessions to secure that agreement, but he did not know that the other delegates had come in the same spirit; and an agreement was reached with much less difficulty than it had been supposed.

* * *

It will not be necessary to say much more about the inspection rules. From that first meeting there has been a steady progress toward a set of rules which would be satisfactory to all branches of the trade, until that progress culminated at the recent St. Louis meeting in the production of a set of rules which I believe to be as near perfection as it is possible to come.

All of the progress made has been in the direction of making a set of rules that would meet the approval and merit the support of the manufacturers of lumber. At the first meeting the manufacturing interests were scarcely represented at all. They had never had a voice in the making of rules previous to the organization of the National association, and they took but little interest. Gradually they have, as the result of repeated urging and invitation on the part of the National association, been induced to become members, until they are now a large majority in the association, and have been induced to participate in the making of rules until the rules, as they are to-day, are practically the work of the manufacturers. Not only has the National association brought the lumber trade to accept the manufacturers' rules, but it has brought the dealers with it.

In the balance of this history it will only be necessary to refer to the inspection rules incidentally. What we will follow is the gradual adoption of those rules by the different sections of the country until they have become practically the standard of the country, and the organization and progress of the inspection bureau. Added to this we will endeavor to give credit for the great amount of unselfish work which has been done to those who of the rise and progress of that association,

There are those in the membership of the National association who attend the meetings, do a great deal of talking, get their names and their pictures in the reports of the meetings, and who then go home and do nothing to further the interests of the association until the next meeting. They only have interest in that work which will bring them prominently to the front. There are others, however, who make less noise at the conventions, but who have labored in season and out of season, modestly, unselfishly and unassumingly. They are the men who have made the National association, and it is but just that the average lumberman, who reads and knows only of the proceedings of the association through the newspaper reports, should be informed as to who those members are.

CHICAGO COMMENT.

George Stoneman informs us that he has leased a building at 76, 78, 80 and 82 West Erie street, and will remove his office from 1005 Marquette building to that address. He will continue to handle hardwood lumber as heretofore, but in addition will take on veneer and fancy wood business, which will not only mean imported woods, but all classes of veneers in domestic woods. The removal of his office was made necessary on account of storage room required in handling the veneer business. He will put in a full line of these goods and will have associated with him, to look after this end of the business, Mr. Geo. W. Noble, formerly with R. S. Bacon Veneer Company of this city, a first-class veneer salesman and a man thoroughly acquainted with the trade and its requirements. The style of the firm will be Geo. W. Stoneman & Co.

The Lesh & Matthews Lumber Company will remove their office from the old yard location at Union and Lumber streets to 1005 Marquette building, the office formerly occupied by George W. Stoneman. They will do strictly a wholesale business in both northern and southern hardwoods, carrying stocks at mill points for direct shipments.

A piece of news that was heard with a great deal of sincere regret by his many friends, was the sudden death of Mr. Ben Lakin, bookkeeper at the Messinger Hardwood Lumber Company's office in this city. Mr. Lakin has been in poor health for some time and in addition was troubled with insomnia. He was found dead in his room on Tuesday of this week, death resulting, it was supposed, from a hemorrhage. Mr. Lakin, despite his physical disability, was always of a genial disposition and was well liked by everybody in the trade who had occasion to meet him.

We were favored with a call this week from T. J. Christian, of the Fullerton-Powell Hardwood Lumber Company.

South Bend, Ind. Mr. Christian states that business is tip-top, dry stocks are scarce, and that he found the Memphis lumbermen as fine and accommodating a set of hardwood lumbermen as hang out their shingle anywhere.

Chas. J. Starke, of the Henry Starke Land & Lumber Company, Arcadia, Mich., was a recent visitor. He reports Michigan stocks pretty well sold out in advance.

Messrs. Geo. T. Houston & Co. have leased office quarters in the new Tribune building. It is quite probable that they will discontinue their yard here altogether.

The traffic department of the National association will have offices in the Old Colony building, suite 670. Mr. Hurlbut will be in charge, as stated in another column, and will begin the work at once.

No firm in the country advertises more frequently or with better effect than E. C. Atkins & Co., the saw manufacturers of Indianapolis, Ind. Their latest novelty is a book of "Knots." The knot question is one that has troubled the hardwood lumberman a great deal. One hundred of them are proposed and solved in this little book, a book of catch or trick problems.

It is current rumor that twenty of the largest planing mills have joined in a new corporation called the American Sash & Door Company, with a capital of \$3,500,000. Pending permanent organization, W. S. Lockwood, of the Lockwood & Strickland Company, will act as president; Maurice Von Platen, of Von Platen & Dick, as secretary, and Henry L. Turner, of Henry L. Turner & Co., as treasurer.

Mr. R. A. Bury, for this year's lumber purchasing agent of the Lake Shore & Michigan Southern Railway, died at Adrian, Mich., on June 6.

The Edmunds Manufacturing Company of this city had a \$15,000 fire this week.

NASHVILLE NEWS.

Nashville was well represented at the hardwood meeting in Louisville, Ky., on the 3rd inst. Some of the Tennesseans attending, though not a full list, were: Messrs. M. F. Greene, John W. Love, F. M. Hamilton, John B. Ransom, J. H. Baird, J. H. Baskette of Nashville, Capt. A. J. Gahagan of Chattanooga, D. M. Rose of Knoxville, Claude H. Moore of Memphis.

The Stearns Lumber Company, a \$100,000 incorporation, is preparing to work the timber and mineral interests of several Tennessee and Kentucky counties, on a large scale. The officers of the company will be as follows: Justus S. Stearns, president; W. T. Culver, vice-president; R. L. Stearns, secretary and treasurer.

Options have been secured on 25,000 acres of lands in Wheatley County, Kentucky, Scott, Fentress and Pickett counties, Tennessee. Northern capitalists and local people are both interested. The contract has been let for the building of seven miles of railway, which will connect the mines with the Cincinnati Southern, just above Pine Knot, Ky., and there are now 250 men at work on the track.

McEwen Ransom, of John B. Ransom & Co., has returned from a trip through West Tennessee.

Jos. Scheffer, aged 60 years, a member of the lumber firm of Scheffer & Son, died here this week. Deceased was well known among the Nashville lumbermen and had been in business a long time. He was a native of Germany.

The members of the lumber trade in Chattanooga have organized for social and business benefits the Chattanooga Lumbermen's Association. Memphis, Nashville and Chattanooga—it's up to Knoxville.

The mills of the Cary Lumber Company at Cary, N. C., were burned on the 5th inst., together with the lumber in the yards. Loss, \$90,000.

The Edgefield & Nashville Manufacturing Company of this city, one of the largest woodworking concerns in the state, has received the contract for the erection of the Daniel C. Buntyn arcade in this city.

The Love-Benedict Company of this city and South Carolina has added another 20,000 acres to its South Carolina interests.

BUFFALO BITS.

June 10 was the day appointed for the first outing of the Buffalo lumbermen. The day was wet, cold and stormy. While the inclement weather interfered seriously with the ball game, which is always the star attraction of these social gatherings, still the flow of wit, with its accompaniments, went on uninterruptedly, and several indoor games proved very attractive to a large number of the visitors. The Bedell House, Grand Island, was the objective point, and it is needless to say that the bounteous repast was by no means the least of the many attractions afforded by this charming resort. It is proverbial that lumbermen have a faculty for enjoying themselves under all conditions, irrespective of the weather, and they certainly proved this on this occasion.

Mr. C. H. Stanton, manager at Buffalo for H. M. Land's Sons Company, has returned from Cambridge Springs, Pa., much improved in health. When Mr. Stanton went there some two months ago he was very much run down in consequence of an operation he had undergone some time be-

fore for appendicitis. Mr. Stanton says he feels like a new man. He certainly looks as though he felt pretty good.

* * *

The firm of W. H. White & Co. of Boyne City, Mich., and Tonawanda, N. Y., have an office in the Prudential building, Buffalo, N. Y., where they will be glad to see their numerous business friends and acquaintances.

* * *

The lumber firm of Holland, Manbert & Graves has taken in a new partner, Mr. Luther P. Graves, and the style of the firm is now Holland, Graves, Manbert & George. Mr. Graves will attend to the mill end of the business.

GOTHAM GLEANINGS.

R. I. Kidman, of Churchill & Sims, the prominent American hardwood brokers of London, England, who had been visiting in the States for several weeks in the interest of the firm's business, concluded all his important affairs last week, and on Saturday last sailed back for home on the Lucania of the Cunard Line.

* * *

At the meeting of the executive committee of the National Wholesale Lumber Dealers' Association it was decided, among other things, to appoint a special committee to discuss the question of trade relations with the secretaries of the eastern retail associations. No date has yet been set for this joint meeting, but it is hoped to have it take place here this month. Another important step was the appointment of a committee of three, with A. L. Stone, of the Nicola, Stone & Myers Company of Cleveland, to begin an aggressive campaign for uniform terms of sale throughout the entire country. Flattering reports as to the financial conditions of the association and of the good work done by its insurance department were received.

* * *

A creditors' petition has been filed against the American Piano Manufacturing Company, No. 297 East Forty-ninth street. The allegation is that since becoming insolvent the company has given chattel mortgages for \$70,000, and that substantially all the property has been sold to satisfy this indebtedness.

* * *

Theodore S. Fassett, of Smith, Fassett & Co., who is prominent in National Wholesale Association affairs, sailed for Europe last Saturday. The trip is for pleasure, and Mr. Fassett will spend about three months abroad before returning.

* * *

There have been the usual number of visitors in the city. Included among them may be mentioned: S. Hinckle, of S. Hinckle & Co., Weston, W. Va.; Guy Gray, of the Mills-Gray-Carlton Company, Cleveland, Ohio; Horace F. Taylor, of Taylor & Crate, Buffalo; H. F. Tiff, Tiffon, Ga., and M. V. Gress, of the Gress Manufacturing Company, Tiffon, Ga.; P. K. Yonge,

vice-president of the Southern States Lumber Company, Pensacola, Fla.; C. H. Prescott, of the Saginaw Bay Company, Cleveland, Ohio; John Coleman, Williamsport, Pa.; F. L. Stowell, of the Union Planing Mill Company, Olean, N. Y., and Max L. Pease, of the Galloway-Pease Company, Detroit.

* * *

An involuntary petition in bankruptcy has been filed against Clarke & Hogan, window frame manufacturers, No. 412 East One Hundred and Fourth street. A receiver had been appointed on March 7. Liabilities are placed at \$14,000.

* * *

Charles W. Manning, the popular wholesale hardwood dealer of No. 66 Broad street, left this city last Wednesday for a trip through the western and southern mills he represents. He will be absent from town about two weeks.

* * *

Mr. Pease's visit, by the way, gave him his first view of New York. He has had several opportunities thus far of finding out what a great place the metropolis is.

* * *

The Watkins Brothers Company, capital \$6,000, is a newly incorporated lumber concern. W. W. and Joseph Watkins and C. H. Batterman are the directors.

* * *

Schedules of the George Hagemeyer & Sons Lumber Company show liabilities of \$14,307; nominal assets, \$11,976, and actual assets, \$2,769. The principal creditors are S. Hermsstadt, \$1,925; Stetson, Cutler & Redman, \$1,228, and the Louis Werner Saw Mill Company, \$1,652.

CINCINNATI GOSSIP.

The Cincinnati Lumberman's Club holds its monthly meeting and banquet at the Zoological Gardens Friday night, the 13th. The wives of the lumbermen will also enjoy the spread this time. As guest of the occasion the club will have W. D. Hurlbut, head of the freight traffic department of the National Hardwood Lumber Association. A large attendance is expected.

* * *

Mill No. 1 of the plant of C. Crane & Co. of this city was destroyed by fire recently. The loss is estimated at from \$5,000 to \$10,000, partly covered by insurance. This is the second fire that has visited the above firm in the last few months.

* * *

Oscar Onken & Co., manufacturers of picture frames and moldings, also had a fire and their losses are estimated at \$40,000.

* * *

J. H. Whalen, of I. T. Williams' Son of New York, spent a few days in Cincinnati recently.

* * *

E. Maphet, of Logan & Maphet of Knoxville, Tenn., spent a few days among local dealers.

* * *

J. H. Penrod, of the Penrod Walnut Corporation of Kansas City, was another

prominent lumberman who recently visited the local market.

* * *

C. W. Rodliff of Boston, representing Shepard, Farmer & Co., was another visitor. He reports business in his section as good, but prices are too high in his estimation.

* * *

S. R. Lewis, of the St. Louis Lumberman, and John E. Williams, of the Lumber Trade Journal of New Orleans, were recent visitors to the Queen City.

ST. LOUIS NOTES.

E. H. Hill, of the Hallett Lumber Company, is again down at the Arkansas mill of his company. This mill is turning out an excellent quality of oak and is doing so nicely that Mr. Hill rather likes to be down there watching things go.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, reports an excellent trade situation and says he has seldom seen a brighter outlook for summer and fall trade. He has been studiously making improvements in his stock of hardwoods ever since winter, and while his stock is not nearly so large as he would like, it is above the St. Louis average and is still gaining.

* * *

It is announced that Harry Teckemeyer and Frank Wehinger have jointly purchased the interest of Andrew Hader in the Teckemeyer, Hader & Wehinger Lumber Company, and that the name has been changed to the Teckemeyer & Wehinger Lumber Company. Business is reported as being in excellent shape, the sales of this spring having been especially large.

* * *

August J. Lang states that his business during the month of May was larger than during any month in the history of his business. He looks upon this as a sign of the times and thus considers the times very bright indeed. His sales of oak, cottonwood and gum are especially heavy, he making something of a specialty of these woods.

* * *

The next affair of note in St. Louis lumberdom is the ninth annual lumbermen's picnic, which will be held to-morrow. It has become the custom to give these outings each year and the fraternity has come to look upon them as so much a necessity that it now has to be done to satisfy the people. And they are wonderful outings. Everyone closes up shop, takes family, salesmen and the office force and goes out for the one day in the year when a lumberman can meet a lumberman without fear of a tug of war. These affairs have done much for the good of St. Louis. It has given the lumbermen a social acquaintance with each other which is particularly valuable and which could not be obtained any other way. Again, the name lumbermen's picnic does not mean hardwood people or pine people, but everyone connected with the trade. This year's affair is to

be by boat to a beautiful fishing club on the Illinois side of the river and will last all day, dinner and supper being served on the boat. There will be the usual athletic events and the annual game of ball between the "Pines" and the "Hardwoods," this game being a decidedly interesting event. Success has always attended the picnics and the outing of this year promises to hold up the record.

MEMPHIS MATTER.

Mr. W. H. Russe, of Russe & Burgess, is in St. Louis this week, attending the meeting of the railway committee of the National Hardwood Association, of which he is chairman.

* * *

Mr. J. W. Thompson, of the J. W. Thompson Lumber Company, is out this week on a southern trip.

* * *

Pap Ely and other distinguished lumbermen from Mark Hanna's state attended the stockholders' meeting of the J. W. Dickson Lumber Company last week, and expressed themselves as well pleased.

* * *

Mr. F. H. Haman, of the Standard

Churn Company of Wapakoneta, Ohio, was a recent visitor here.

* * *

Mr. Jerry Whalen, representing Williams & Co. of New York City, was a recent visitor to the trade.

* * *

Mr. C. C. Mengel, Jr., of the Mengel Box Company of Louisville, Ky., was here a few days ago.

* * *

Mr. Claude Moore, of Moore & McFerren, has returned from a business trip to Louisville, Ky.

* * *

Following on the prospective announcement of the prospective erection of \$500,000 of railway shops here, by the Illinois Central Railroad, the establishment here by the Lansing (Mich.) Wheelbarrow Company of a wheeled goods manufactory, it is now announced that the Frisco Railroad will put in some \$250,000 of shops here at an early date. Verily Memphis is moving.

* * *

The Ward Lumber Company of Newport, Ark., has filed its articles of incorporation in that state. The capital stock is \$250,000, of which \$170,000 is paid. The home offices of the company are in Wayne

County, Michigan. Chas. A. Ward is president and Justin R. Whiting, secretary.

* * *

The Southern Pine Lumbermen's Association meets in Memphis to-day. About 100 delegates are expected. The sessions will be held at the Gayosa Hotel, that is getting to be a great resort for commercial bodies that come upon Greater Memphis. There is unusual activity in the pine lumber field now. Some of the manufacturers who arrived last night said that it would take three months' steady sawing to get satisfactory stock back in their yards if the present demand for railroad lumber, framing, mining timbers and oil refineries continues and mills try to accommodate the trade to the exclusion of the building trade, then there will be nothing but the outside of the log to go into the yards and complete assortments would be long delayed.

* * *

There are a fairly good number of lumber representatives scouring the southern markets for stock now, and the local crowd are doing the same act in the timber district and looking out for logs all the time.

MARKET REPORTS

CHICAGO.

The local trade situation is not much altered. The conditions here seem to compare favorably with the conditions all over the country. One does not hear as much excited talk in Chicago as to values as is current in other quarters, because, no doubt, this is strictly a buyers' market. All the same, buying is very active and prices are stiff and no possible reason for any weakening. On the other hand several items in the list of hardwoods are growing stronger.

Poplar is certainly leading the procession. While Chicago is not a great poplar market in comparison with the other kinds of hardwoods used on this market, there is a large quantity consumed, the great bulk of it by a half dozen large manufacturing concerns, and it is worth while to notice that they are paying the price.

Plain red oak and quartered white oak are selling readily and at advances prices over a few months ago, though there has been but very little change lately. The scarcity of these stocks at mill points is still noticeable, and there is considerable difficulty experienced in supplying the calls of the trade in dry stock for immediate delivery. The price limit seems to have

been reached though, and there is no scoring of an advance, nor do we hear of much if any, underselling.

Red gum is growing in favor and cottonwood is in striking sympathy with poplar. Plain white oak is only fairly active and quartered red oak is showing but little signs of improvement.

The usual summer dulness is prevailing in Michigan hardwoods, so far as local shipping is concerned. Maple, elm and beech is sold largely in a cargo way, and while there is the usual amount arriving in this way at this time, it is on previous sales and is coming in for storage.

By the way, vessel agents here are reporting considerable difficulty in the matter of chartering vessels, the first reason advanced being that tonnage is not as great as expected, and for the further reason that owing to the increased cost in handling the freight by reason of labor combinations and excessive towing charges, they find it unprofitable at the prevailing prices. More than that, it is becoming a question whether some of the vessel owners want better go-out service the rest of the season.

Wisconsin hardwoods, including red oak, birch and basswood, are in good demand, basswood particularly finding ready sale at the top of the market.

NEW YORK.

New York, June 10, 1902.

So far as the wholesalers are concerned there is little call for complaint regarding hardwood conditions in the metropolis to get rid of their stocks at excellent prices, although the local demand is light. Still, the inquiry from outside sources is brisk, principally for poplar, oak, ash, maple, birch and cherry.

As far as the supply is concerned it must be noted that shipments are coming forward but slowly, and there is much complaint of a shortage of cars. As good stocks at the sources of supply seem hard to find, many of the wholesalers and buyers are leaving their happy homes for trips to the mills in the effort to secure additional supplies.

At the top of the list is poplar, the unprecedented demand for which is actually compelling manufacturers in this section to substitute cheaper lumber. Cottonwood is being called to the rescue, the increased demand for it being very noticeable, good stocks being disposed of easily at top prices. Some manufacturers also state that they are using basswood in place of white pine for interior work. It is these little things that explain to some extent the heavy demand for the lower grades of hardwoods, for they go to prove that

manufacturers are evidently utilizing to a considerable extent the lower grades of beech, basswood, cottonwood and other stocks for purposes into which heretofore white pine had entered solely.

The export trade in hardwoods has picked up quite a little of late. While stocks are said to be fairly plentiful abroad, there is more of a tendency to buy noted, and still further improvement is anticipated.

With increased demand in other lines counteracting the great retail trade and steadying the market, prices are as follows for the principal items: Ash, one inch, firsts and seconds, \$42 to \$45; basswood, firsts and seconds, \$32 to \$34; inch birch, \$42 to \$45; inch cherry, \$85 to \$92; inch chestnut, \$40 to \$42; cottonwood, \$32 to \$35; maple, \$28 to \$30; plain white oak, \$40 to \$42; quartered oak, \$65 to \$67; poplar, \$40 to \$42.

CINCINNATI.

Cincinnati, O., June 11, 1902.

In some respects the general trade condition is not as flattering as it was two weeks ago. A slight slump has manifested itself during the past week, although this is only considered temporary. The local furniture factories are putting in full time and the carriage manufacturers are extremely busy. The builders have all of the business they can conveniently take care of. Several skyscrapers are to be built this summer; in fact, one is already under course of construction.

The local poplar dealers have had lots of food for discussion since the recent meeting of the Hardwood Manufacturers' Association at Louisville, and the additional advance of one dollar per thousand on poplar lumber doesn't meet with universal indorsement.

The demand for red gum lumber has suffered slightly during the past week. Sales of the wood will soon be regularly reported, as inquiries have not entirely ceased to come in. When red gum sold readily sap gum was quiet. Just now the reverse is the order of things, and clear sap gum is enjoying ready sale. The call for mill cull gum is good.

The oak situation is practically the same as it has been for some time past. Dry stocks are scarce and prices are high, with a good demand. Quartered white oak has fallen off a little in demand, although not to a very great extent. Quartered red oak in the upper grades outside of stock in inch thicknesses is rather weak. The call for cull oak also might be much stronger than it is.

Ash lumber is being called for with hard specifications attached, and sales are not heavy.

Heavy shipments of cottonwood are still the order of the day. At the rate this wood is being shipped now it is only a matter of a few weeks before all of the dry stocks available will be consumed and then prices will go soaring again. The

box common grade still has the best call, although firsts and seconds are not very far behind. Several barges are unloading at the wharves here now. Mill cull cottonwood also is enjoying easy sale. There is no doubt that the present high prices of poplar have given the demand for cottonwood great impetus.

BUFFALO.

Buffalo, N. Y., June 10, 1902.

Strikes seem to be the only clouds on the business horizon at the present time. It is very hard to tell how the great miners' strike will terminate. So far it has caused a loss extending into the millions—the largest part of which falls upon the mine operators. All users of coal have suffered to a considerable extent, some being compelled to shut down entirely. The miners themselves are losers, they and their families individually, to such an extent that they will be a long time in making their loss good, even should they win out in the present strike.

Now that the President has taken a hand in the dispute, there will probably be some settlement effected in the early future.

The local yards are all busy receiving and shipping lumber, and all report doing good business. Prices on quartered and plain oak remain about the same. Ash is in a little better demand at good prices. Firsts and seconds white birch, cherry, basswood, chestnut, are scarce, and in good demand. Good maple keeps coming up in price, and I do not think will ever go back to where it was stationary for so many years.

NASHVILLE.

Nashville, Tenn., June 10, 1902.

The lumber conditions at Nashville are very favorable. Steady demand and firm prices all down the list. Buyers are making some complaints on the stiff poplar prices that they claim are not justified, but they are paying them just the same. Quartered white oak is, perhaps, even a little scarcer than poplar, and red oak is in fairly good demand. Dry stocks are very low and many times orders are received that positively cannot be filled.

MEMPHIS.

Memphis, Tenn., June 10, 1902.

There are no marked changes in the hardwood situation at Memphis, except a tendency at stronger prices that may come in some instances before the summer is out. The mills along the river all have enough logs to run on fair time for thirty days, but the logs are not being replenished to speak of. The export business seems to be in good shape. There are numerous inquiries for clear sap gum from the European markets. Much gum stock is being manufactured and many concerns are coming in to Memphis and the Memphis market to avail themselves of this wood. Ash shipments seem to be light, though there are several inquiries

from the East on firsts and seconds, but the contracts are hard to clinch, part of this is due to difficult specifications. Cypress is having a splendid local demand and also some foreign demand. Quartered white oak occupies its same position. Cottonwood is a very prominent feature here. The Memphis holders are having a lot of inquiries and in most instances have uses for their own stock, which is limited. The box factories are all running on extra time. Red oak in firsts and seconds is having a good demand. Dry stock in poplar is very scarce and the best demand is perhaps found in firsts and seconds and clear sap.

ST. LOUIS.

St. Louis, June 11, 1902.

The hardwood people of St. Louis are right up to the top notch of prosperity these days and, according to their reports, one would think there is nothing left for them to wish for except that each individual might desire an inexhaustible supply of lumber while the stocks of all the others remained as depleted as they are at present. It would seem from the reports from other portions of the country that all markets reflect almost the same conditions as to supply, and it can be said right here that if all stocks of dry lumber are in as bad shape as those in St. Louis, the hardwood supply is in a bad way. It is strictly dry stock that is scarce, green being more plentiful than was the case a month or more ago, but there still being a shortage as compared with former years. Still, the increased receipts of green lumber have somewhat satisfied the demand for it, and the local mill agents who sell direct to the wholesalers state that the demand is not quite as strong as it was. This is hardly noticeable, however, there still being a good market for all that arrives and the likelihood that the market will not be entirely satisfied with either green or dry during all the rest of this year. The factories of St. Louis report about the same stock conditions as do the wholesale yards, and they are willing buyers of anything offered. They are all unusually busy and are consuming a greater amount of lumber than is normal for this season of the year.

THE ADVANCE LUMBER COMPANY.

S. P. C. Hostler sent in an order to the Kirk-Christy Company, and received the following letter from Mr. Christy:

Cleveland, O., June 2, 1902.

Mr. S. P. C. Hostler, Chicago, Ill.

Dear Sir:—Replying to yours of 31st inst., wherein you inclose order for three cars 1-inch clear poplar saps, would say that this order will have the honor of being the first order entered on the books of the Advance Lumber Company, which was duly organized on Saturday p. m. and which takes possession of their offices this morning. Formal acknowledgment will be made of this order from their office.

Yours truly,

THE KIRK-CHRISTY CO.,

Per Henry C. Christy.

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C. H. BARNABY,

MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY.

GREENCASTLE, INDIANA.

We contract for cash the output of good first-class mills and must have lumber well manufactured and cared for. No inferior stock wanted at any price.

With Us It's Strictly High Grade

COTTONWOOD

OR NONE.

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Branch Yard: CAIRO ILL. CINCINNATI, OHIO.

We re-manufacture for special uses and supply factory trade rough or dressed cottonwood on annual contracts, making a specialty of filling difficult orders.

WE ARE CASH BUYERS

...OF...

HARDWOODS

Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

J. M. JACKSON LUMBER CO.,
519 CROZER BLDG., PHILADELPHIA.

THE GLADDEN LUMBER CO.,

Wholesale Manufacturers of

HARDWOOD LUMBER

Mills at {

- Memphis, Tenn.
- Bowling Green, Ky.
- De Vall's Bluff, Ark.

SPECIALTY: QUARTERED
THIN WHITE OAK.

Main Office: INDIANAPOLIS, IND.



WE MAKE A SPECIALTY OF Michigan Hardwood Lumber AND SOLICIT ORDERS FOR SAME.

Office 207 AND 209 MICH. TRUST CO. BLDG.

AND WHOLESALE DEALERS.

TELEPHONE NO. 1.

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Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time -	15 cents per line.
Two times -	25 cents per line.
Three times -	30 cents per line.
Four times -	35 cents per line.

Eight words make a line.

Heading counts as two lines.

Copy of paper free with each insertion.

Send in your copy and we will mail you the bill.

If you have a special lot of lumber for sale, or want to buy a special bill of lumber.

If you want a good position, or wish to employ a competent man.

If you want to buy or sell timber land or stumpage.

Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe Street, Chicago, Ill.

WANTED—POSITION.

As lumber inspector and buyer by one thoroughly experienced in all hardwoods. Address
5-31-2 H. I., care Hardwood Record.

WANTED—POSITION.

As lumber inspector and buyer. Open for engagement at once.

H. CASE,
Three Oaks, Mich.

SITUATION OPEN.

Wanted—A young man about 25 to 30 years of age, a good correspondent, and having a good general knowledge of hardwoods, to assist in the office of a wholesale hardwood jobbing concern, handling poplar, oak and general hardwoods. Must be a good all around man. Capable if necessary of buying and selling stock. Address in strict confidence, giving references, experience and salary wanted.

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As filer in double band mill or as filer and foreman in single mill. First-class references. Address
3-8-1f C. M. T., care Hardwood Record.

HARDWOOD LUMBER.

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Two cars 1-inch sound wormy chestnut.
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One car 1-inch common quartered sycamore.

GEO. W. STONEMAN & CO.,
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FOR SALE—SHIPPING DRY.

300,000 feet 1-inch log run Gum.
50,000 feet 1-inch plain White and Red Oak, shipping cull, common and first and second.
40,000 feet 1-inch log run Soft Elm.
30,000 feet 1 and 1½-inch log run Ash.
30,000 feet 1-inch log run Sycamore.

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80,000 feet 4-inch first and second Maple at the market price; 2½ years dry. Parties wishing to buy please correspond with us.

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Whitewood squares, 5x5 to 10x10, 1st and 2d and common.
Chestnut, 1st and 2d and common, 1 to 2 inch thick.
White Oak, 1½ and 1¾ inch.

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TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

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WANTED VENEERS.

All or part of product of mill cutting basswood, maple, birch, elm, gum, poplar, oak and ash veneers.

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FOR SALE.

20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
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30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
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The above prices are F. O. B. cars, Louisville, Ky.
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Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

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To buy a tract of good timber that can be rafted to Memphis. Address

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5 cars 2-inch sap poplar; 5 cars 2-inch common poplar.

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WANTED—FOR EXPORT.

All kinds of logs and lumber. Payment by New York bankers.

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Two cars 2-inch cull walnut; mixed car thick first and second walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

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200 M feet 28-inch and up White Oak logs.
200 M feet 12-inch and up Walnut logs.
50 M feet 12-inch and up Cherry logs.

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FOR SALE.

300,000 feet 1-inch dry reject Michigan brown ash.

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Quartered and plain White and Red Oak, Ash, Hickory and Walnut.

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WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

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50,000 feet 2-inch Hard Maple.
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10,000 feet Curly Birch.

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Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

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Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

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WRITE US.

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Plain Oak and Poplar.

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400 M 1-inch dry Michigan Soft Elm, fine stock, shipping cull and better, or on National Inspection grades; rail or water shipment.

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One oak roll top desk.
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Half dozen office chairs.

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One double standard Dry Kiln, which we think as good as any in good order; has been taken down carefully and stored. All the necessary pipes for a double kiln, each 18x75 feet as it stood. Will deliver F. O. B. cars, either single or double with complement of rail and truck irons. Address

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One 24x30 engine with balance valve and 15 foot band fly wheel.
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One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.
One No. 7 heavy duty Knowles fire pump.
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Lot of wood pulleys with iron flanges.

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One heavy, double circular mill, 75 H. P.; two swing cut-off saws, one self-feed rip and one band saw, one eight gauge lathe, one dowel machine, one edger.

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One double circular mill, nearly new, 40 H. P. boiler; engine detached, 30 H. P., Mansfield make; one swing cut-off saw; one self-feed rip saw nearly new. Address

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Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 8x10; one 54-inch, 9x10; one 56-inch, 8x10; one 56-inch, 9x10; one 60-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

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Ash, Basswood, Birch, Rock and Soft
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I am always in the market for nice lots of dry and well manufactured
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QUARTERED OAK.**

*We will pay highest market price for above
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Wisconsin Hardwoods

- 1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
- 1 Inch Log Run Black Ash.
- 1 and 1 1/4 Inch Log Run Soft Elm

Write for Prices on Above Items, also all Other Wisconsin Hardwoods.

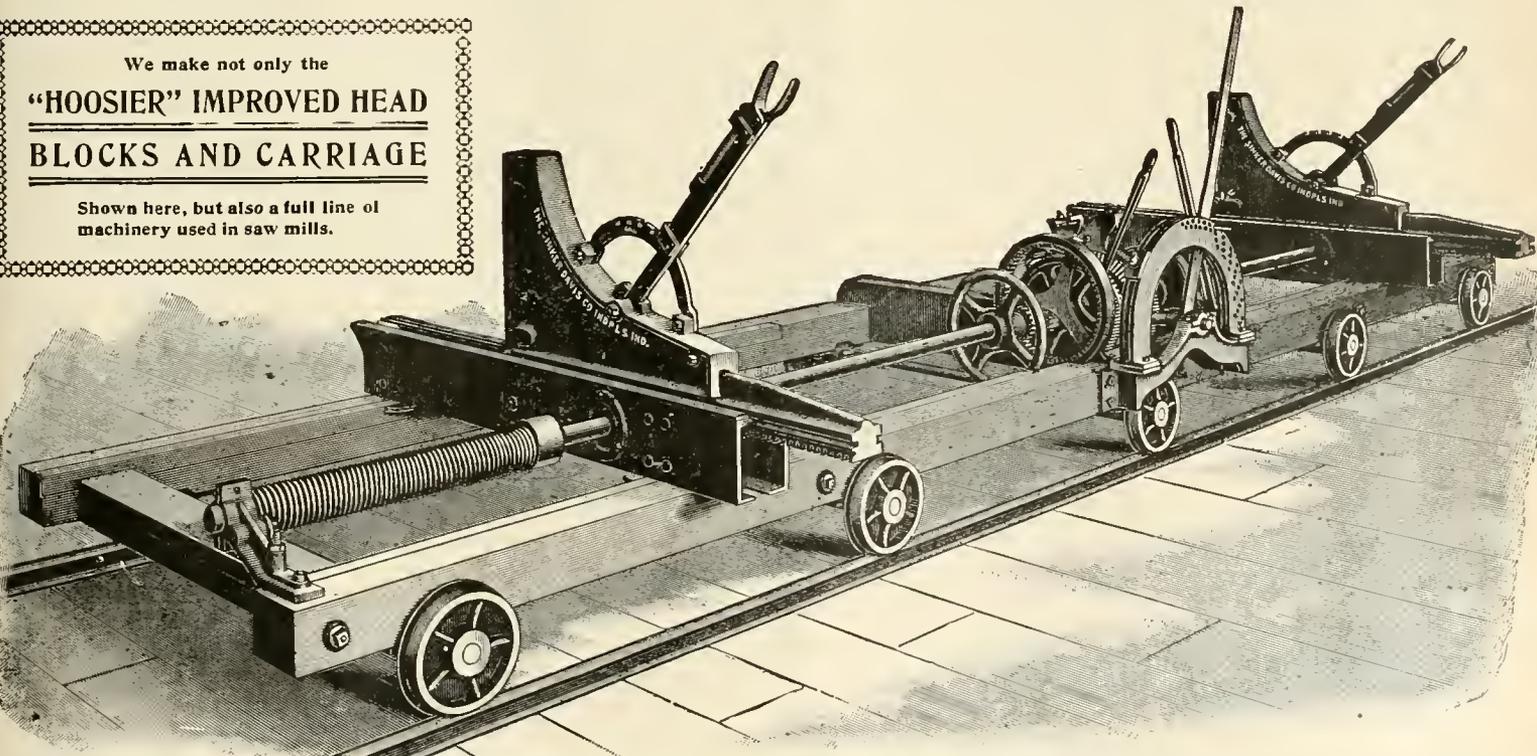
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FENWOOD LUMBER CO.
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THE SINKER-DAVIS COMPANY,

We make not only the
**"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE**

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These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

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 500 M 1 in. to 2 in. Plain Red Oak
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 500 M 1 in. to 4 in. Hickory
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WILL SEND INSPECTOR TO MILL
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**J. P. WALTER
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**PLAIN and QUARTER
 SAWED OAK,
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WE ARE ESPECIALLY IN NEED OF SOME
 PLAIN SAWED RED AND WHITE OAK.

Send us a List of What you Have in all Kinds of Hard-
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Hardwood Lumber

PLAIN RED
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POPLAR.

Always in Stock.

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OAK TIMBER
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CUT TO ORDER.

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MICHIGAN LUMBER AND SHINGLES

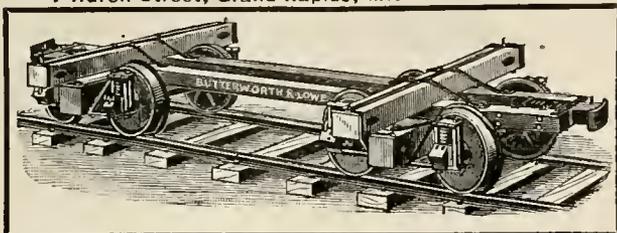
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 CEDAR SHINGLES, CEDAR POSTS,
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Tram
Roads.



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SHOVEL HANDLE LUMBER.

500,000 feet green or dry, 1 1/4 inches by 5 inches or multiples in width, 3 feet 8 inches or multiples in length. Also 1 1/4 inches by 5 inches and wider, 8 feet and longer, run of log.

WOULD LIFT THE STOCK IF QUANTITY IS SUFFICIENT.

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BOYNE CITY, MICH.
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ANNUAL CAPACITY 30,000,000 FEET LUMBER
10,000,000 CEDAR SHINGLES.
CARGO SHIPMENTS A SPECIALTY.

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DEALERS IN GENERAL MERCHANDISE
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If you

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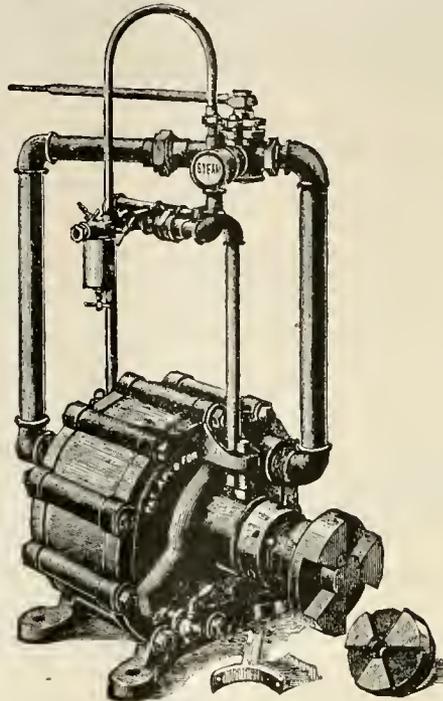
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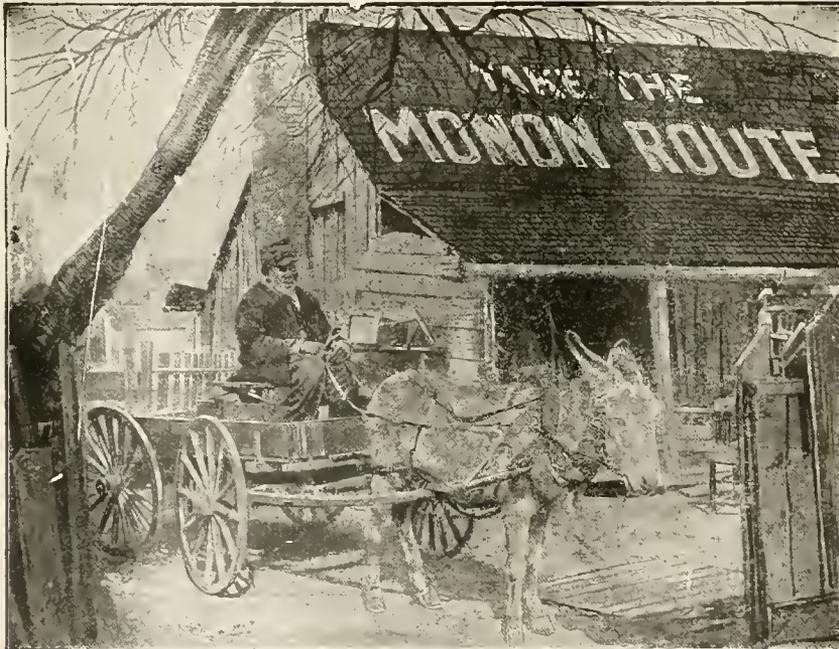
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No switching charges.

No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

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Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

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Hardwood

of a better quality and in greater quantity is found along the line of the

Timber

Southern Railway

than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

—Have you seen—
 "The Southern Field,"

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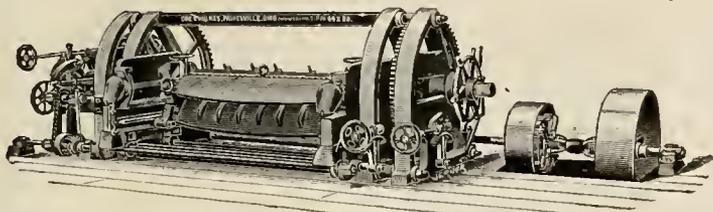
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Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.

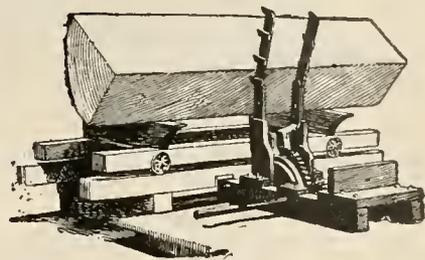


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WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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Portable Band Sawmill.

This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

We are also prepared to furnish saw carriages and feed works suitable to go with the mill. Address

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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

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SOUTH DAKOTA.	IOWA.	WISCONSIN.
Ex. Passenger Trains, Fast Frt. Trains Throughout.		MISSOURI. ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory restricted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

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Good Openings



The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

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The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

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The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

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Don't You Know—

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MAILED ON REQUEST.

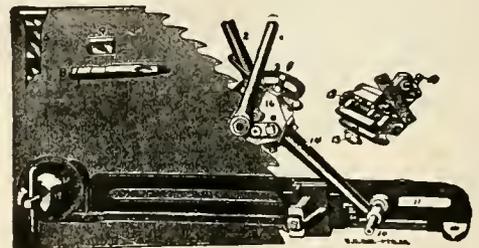
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No. 65. Swage without Attachments for Saws 5 to 11 gauge.

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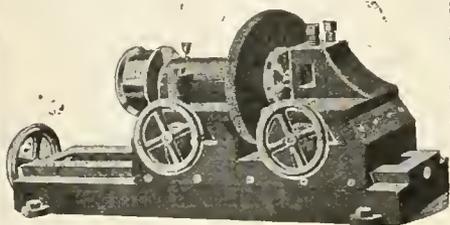
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No. 66B. Swage with Jointing Rig complete, for Saws 16 to 19 gauge.

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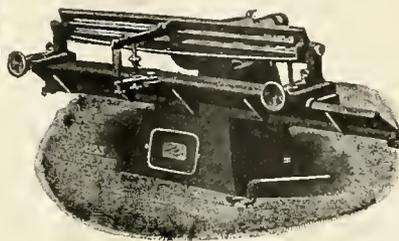
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No. 27. The Bolton Band Wheel Grinder with Tool Attachment. 500 lbs. Sidedresser.

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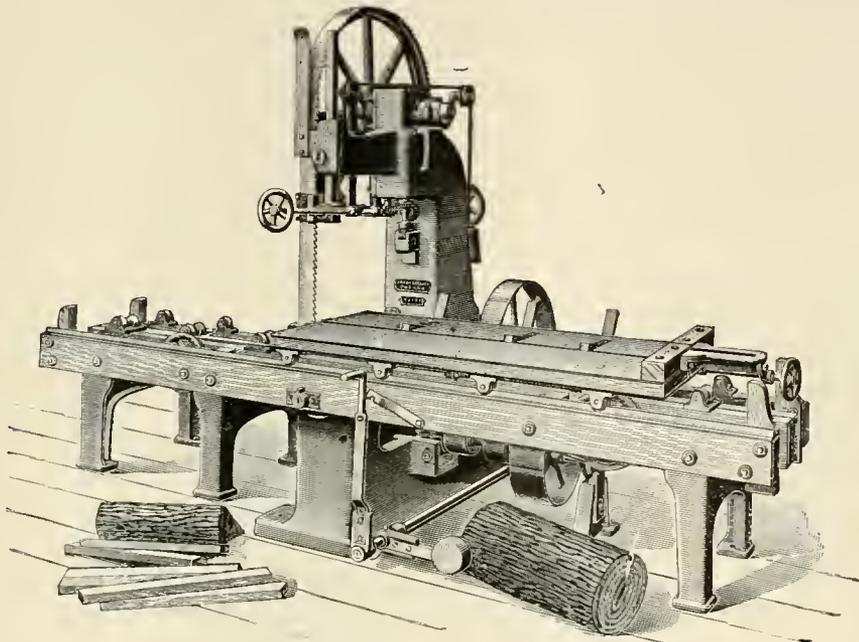
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WE PAY CASH for what we buy and are in the market for
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Vol. XIV.

CHICAGO, JUNE 28, 1902.

No. 6.

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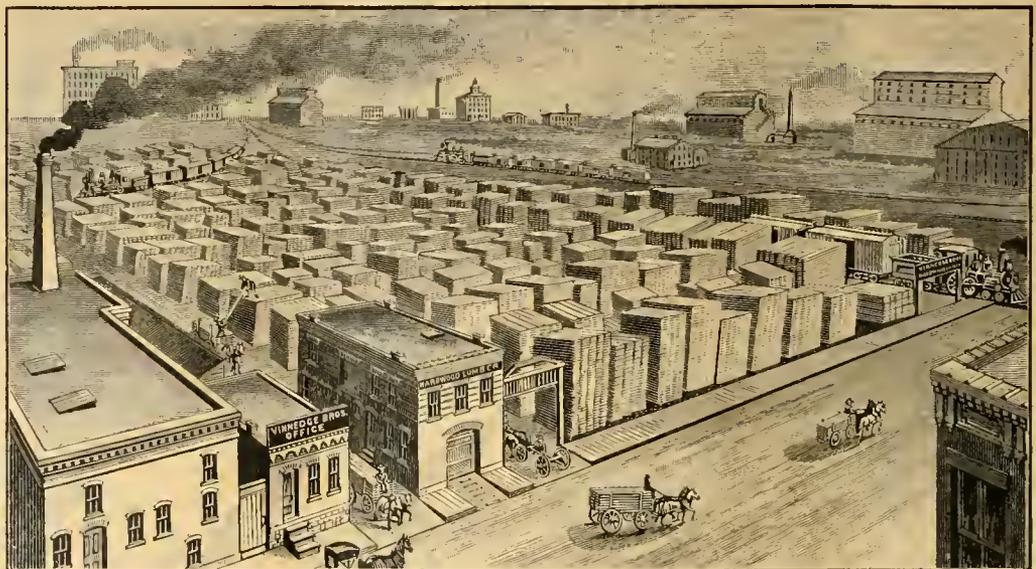
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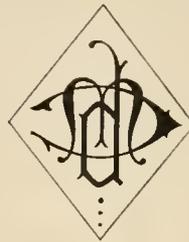
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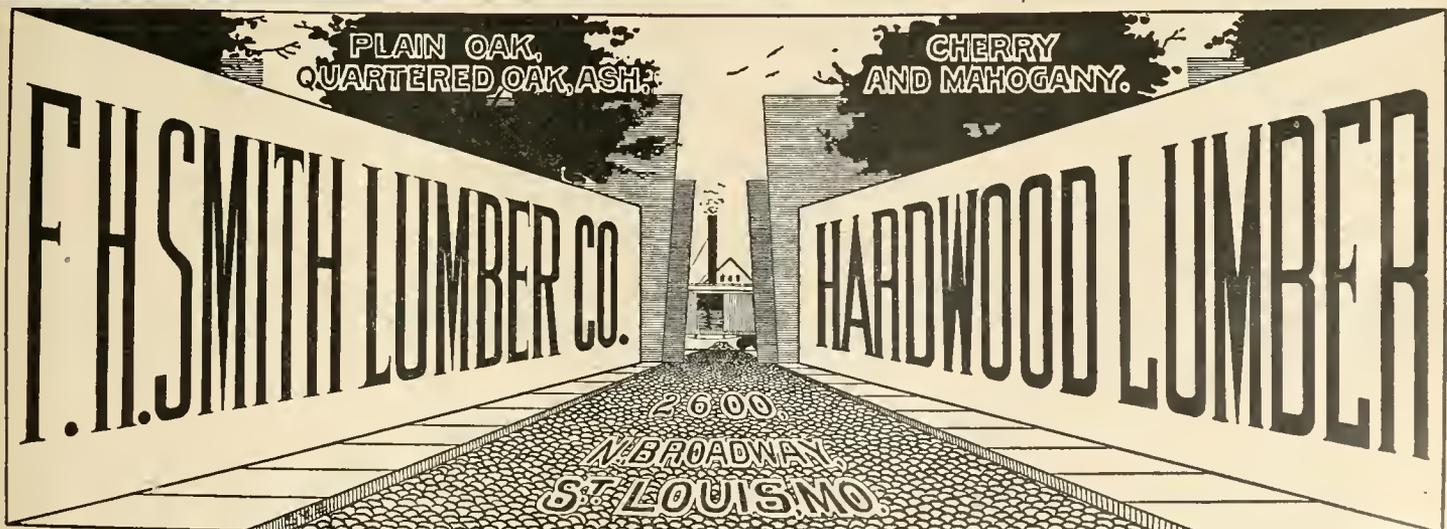
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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THIRD—We will enter orders for stock we have on hand or can immediately furnish.

FOURTH—We will make prompt shipment of all orders entrusted to us, barring inability to secure cars.

FIFTH—Our stock will be inspected and loaded by our own inspectors, with such care as should be devoted to such work, and none but competent men will be employed to look after our interests.

SIXTH—Upon receipt of all orders in this office acknowledgment will immediately be made of same. They will be duly entered and placed in the hands of inspector to load out, and cars will be ordered in advance. It will be the duty of one man, at least twice a week, to go over the order file and ascertain the reason, if any, for delay, and keep in close touch with our customers. Billing will be made each day of every car we receive notice of having been shipped and in the event of our being in the market ourselves for the purchase of stock, we shall take the cash discount off from every invoice the very day the invoice is received in the office.

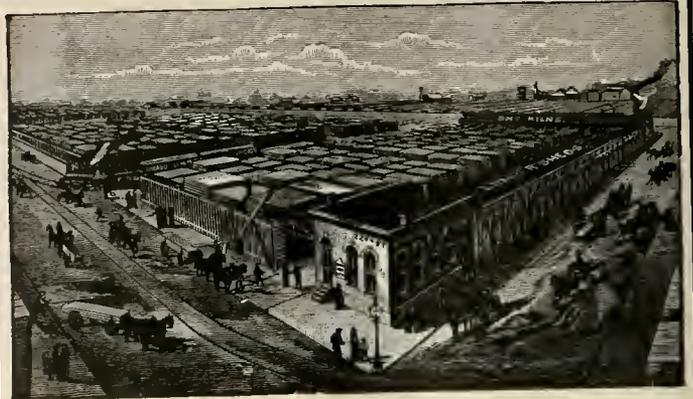
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IT CONTAINS
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THOUSAND
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ALL THE CONSUMERS. ALL THE DEALERS. ALL THE SAW MILLS.
Send for It. We pay the charges. If it is not what you want, return it.

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ALL THICKNESSES AND GRADES.

PROMPT SHIPMENTS.

SEND US YOUR INQUIRIES.

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A Million Feet White Cane Ash
ALL THICKNESSES—DRY.

A Big Lot of Plain Red Oak,

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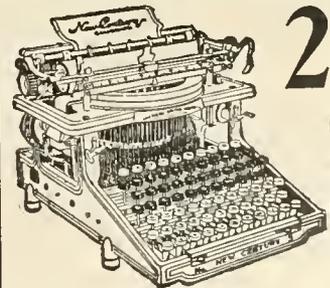
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GET OUR PRICES. TRY OUR LUMBER. WE SHIP ROUGH, DRESSED, RESAWED.

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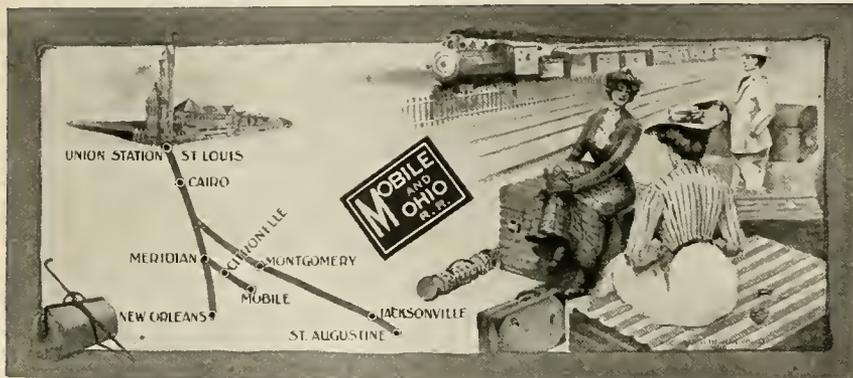
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 By W. A. Garno, Pres't.

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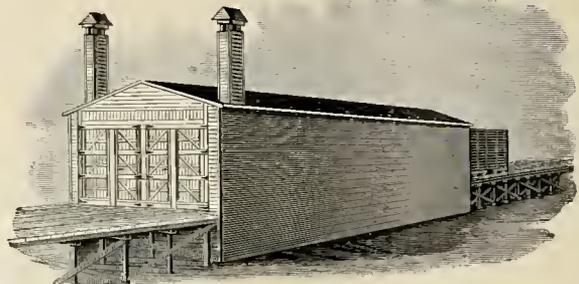
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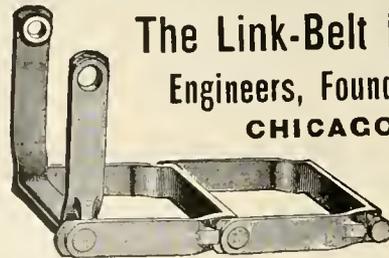
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THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, JUNE 28, 1902.

No. 6

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

—BY—

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Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

THE BUSINESS SITUATION.

The stream of prosperity continues to flow steadily, bank full. The overflow of a year or two ago has subsided, but all the little creeks and feeders are running comfortably and steadily, the mud has settled to the bottom and everything is serene and lovely.

Great profits or great losses are only possible, as a rule, in times of violent changes, such as attend panics or the reaction therefrom. Business men are not, as a rule, making great profits at this time, not so great as they were making a few years ago, but almost universally they are securing comfortable and satisfactory returns.

Prices are on a much higher basis than they were during the depressed years which followed the panic of 1893, and if what a man bought cost him no more at the present than it did during the lean years, if his raw material and his labor were no more expensive, and he could secure the present prices for his product, he would indeed be accumulating wealth at a very rapid rate. The fact is, however, that while the price of his product is advanced, so also is the cost of everything entering into the production and distribution of his product, until his profits are only slightly greater than they were during the lean years.

The price of his product may have advanced 50 per cent over the prices of four or five years ago, but there are many interests among which that increase must be divided. Everyone is entitled to a share of the present prosperity and there has been time sufficient since prosperity came to the country that the division is being pretty generally made. For instance, if a man be a manufacturer of furniture and his product is selling at an increased price, that increase must be divided and subdivided until everyone connected with the production of the raw material, the transportation companies, the labor in his factories, the groceryman of whom he buys his groceries, the merchants of whom he buys his other supplies, the street sweepers and, in fact, nearly everybody in the United States has received a share of it. After all of this has been done the manufacturer of furniture finds his profits only slightly greater than they were before.

So in spite of the general prosperity the business man is not, as a rule, getting rich with any undue rapidity. As before stated, his profits are slightly larger, but a very little increase in the cost of his

living or carelessness in the management of his business will absorb his extra profits and leave him no better off than he was before. Constant vigilance is the price of success.

That is where prosperity fools a good many people. A man will say: "I am getting a large advance in price on my product and I am, therefore, justified in increasing my expenditures for living purposes and increasing my capacity by building additions to my factory," and so on, when in fact his margin of profit is only slightly greater than it was during the years when he felt the need of stringent economy in every department.

Business in all lines at present is very good, but now, as always, it is a good business principle to be conservative. When business began to revive after the panic, a good many business men made a good deal of money by plunging and speculating, but there is nothing in such action at the present. Prices are probably at their highwater mark and in some instances are beyond the safety point. This seems to us to be a splendid time for going slow and being careful, and doing business on strictly conservative lines.

We do not mean that we see any special prospect of any sudden reaction or slump in prices; it means that we do not see any prospect in the other direction, and, in fact, it is probably time for a slight reaction in prices in some lines.

It is natural and inevitable that when prices start upward they cannot continue the advance indefinitely. It is also natural and inevitable that before they stop they will go too high and that a reaction will be in order. Everybody seems to be doing well at present, with nobody breaking records. Business has settled down to a humdrum level and while that level is considerably higher than it has been at times past, the same caution and conservatism which was necessary at the lower level is necessary at the present.

In the lumber business conditions are about as outlined above. As a rule the lumbermen are not making extraordinary profits, but as a rule all are doing fairly well. The dealer gets more for his lumber than he did in years past, but his lumber costs him more, his freight costs him more and his labor costs him more. The manufacturer is relatively more prosperous than the dealer, but his logs cost him more and in everything which enters into the production and transportation of his product, the cost is increased so that the

increase in price does not by any means represent a net gain. If he secured his timber before the advance he has made a good thing on his timber, but that does not enter into the profits of his saw mill. If he paid \$5 an acre for timberland which is now worth \$10 an acre, that profit was made in the timberland and the timber must be charged to the saw mill at the increased price.

Lumber prices in almost all lines now seem to be at the top notch. People will not pay beyond a certain price for any certain wood as long as there are cheap and abundant substitutes. This has been pretty conclusively demonstrated in the matter of oak. The country is undoubtedly getting along with less than the normal supply of oak and yet oak prices will not in our opinion go any higher. In fact, it seems that in Chicago, oak prices are scarcely so strong as they were 60 days ago, and this in the face of the fact that oak lumber is very scarce, as a trip to the producing sections will convince almost anyone. The fact seems to be that people won't pay any more for oak than they are paying at present. Rather than pay more they will find a substitute. There was never a time in Chicago, we believe, not even excepting the World's Fair year, when there was more building going on than at present, and still it is hard to get the present price for oak for finishing purposes. The fact of it is that people are using something else and when more favorable conditions bring a larger supply of oak it will take lower prices to move it, so we would advise our readers not to be unduly bullish on the oak market. We would not have the producers become excited over the present situation to the extent of paying unduly large prices for logs, or making undue efforts to produce oak lumber with the understanding that prices will go any higher or that there will be a strong demand for any excessive supply of oak, even at the present prices.

The poplar market is strong, but prices are, in our estimation, as high as they will go and possibly higher than they can be maintained.

Northern hardwoods are doing extremely well. They have been, generally speaking, in ample supply throughout the season and are about the only hardwoods which have been, consequently such substitution as has taken place in the consuming trade has been largely in favor of the northern hardwood. This is especially true of birch, which is in better demand at a better price than at any time for a good while. Moreover, it has created a market for itself and probably will continue to bear a higher price in the future. It was fortunate for the producers of northern hardwoods that their logging season was curtailed during the winter and the prospects now are that the surplus stock in northern hardwoods will be cleaned up nicely, and if a conservative policy in the matter of putting in logs be followed next

winter, the favorable conditions now existing should carry through another year.

Yellow pine has shown some inclination to decline in price during the past month and is, in fact, not nearly so strong as three months ago.

Taken as a whole the hardwood condition is favorable, but there is nothing to justify any undue efforts toward contracting or producing hardwood lumber. If prices are to be maintained at their level it will need conservative action.

THE MANUFACTURERS' ASSOCIATION.

The Record trusts that none of its readers inferred from its editorial which appeared in its last issue that it is unfriendly towards the attempt which is being made to bring the manufacturers of hardwood lumber into an association. We heartily approve of such an association, and recognize the great good it can accomplish. We also recognize the earnestness and sincerity with which the effort is being made. We only criticize the spirit of opposition to the National Hardwood Lumber Association, which seemed to us to appear in some of the proceedings.

There is nothing whatever in the National Hardwood Lumber Association which need interfere with the organization of the manufacturers into a separate association of their own. In most sections such organizations already exist. The manufacturers of Michigan, Wisconsin and Indiana have local organizations doing effective work for the interests of their members, and all working in perfect harmony, and, in fact, constituting the chief support of the National association.

The dealers of the various markets also have their local organizations, with whose proceedings the National association has nothing whatever to do; in fact, the National association, as originally organized, and as provided in the original constitution, was to be composed of various local organizations and its constitution was only amended to admit individual members because there were so many manufacturers not affiliated with any local organization.

The National association was organized primarily to promote uniformity in the inspection of hardwood lumber, and that is the only thing it had undertaken to do until at the St. Louis meeting the traffic department was organized, and there is certainly nothing in the effort to establish uniform inspection or to organize a traffic department to look after the freight matters of its members, which need interfere in any way with the Manufacturers' Association. Indeed, every local association should lend its heartiest support to this work, which is beyond the province or power of any local association to handle.

There is much need of the Manufacturers' Association and there is a good future for it, but we believe it made a mistake when it arrayed itself against the effort

which the trade has been making through the National association to secure a uniformity of hardwood inspection. There has been a great amount of hard and disinterested work done to promote uniform inspection and the trade is interested in it and will resent any attempt to defeat it.

There is not a rule in the new rules of the National association which is not almost entirely the work of the manufacturers, with the exception of poplar. The reason the National association rules on poplar have not been dictated by the manufacturers of poplar is, we believe, due almost entirely to the fact that the manufacturers of poplar have never been represented in the National association to any great extent, and the expressed sentiment of such poplar manufacturers as did belong to the National association had always, previous to the St. Louis meeting, been opposed to any change in the old poplar rules. Any one who has followed the proceedings of the National association with any degree of attention will concede that such is the case.

The hardwood manufacturers of the South unquestionably need an organization to which every hardwood manufacturer should belong, and we urge on all our readers who are eligible to membership to join the Hardwood Manufacturers' Association of the United States. Let them join and give that association the benefit of their counsel and advice. No manufacturer has a right to criticize the efforts of those engaged in the work of organizing the Manufacturers' Association so long as he remains at home and refuses to add his efforts to theirs to promote the welfare of that branch of the hardwood business in which they are engaged.

It takes some experience in association work to make a success of a lumber association, and it seems to us that the history of past lumber associations is that the matter of fixing prices had better be left alone until such a time as a strong organization is affected. Many a promising association, honestly conceived, has come to an untimely end by the efforts of its promoters to make prices before they were in condition to control production, or to represent anything like a majority of the output.

The law of supply and demand fixes prices. Whenever the supply overruns the demand there is no association that can maintain prices in the lumber trade. The only associations in the lumber trade, or any other trade, which have been successful in controlling prices have been those that were strong enough to control and regulate the supply. It rather occurs to us that it would be well for the Manufacturers Association to perfect its organization to some extent before attempting to control prices, especially at this time, when prices are at the high-water mark and the prospects of increased production in some lines are as they are. It would need to be a very strong association which would

fix prices anything in advance of what they are at present in most lines of hardwood, and guarantee to hold them there. As soon as the supply becomes somewhat in excess of the demand the temptation to unload will be very great, too great for a good many members to resist, as the history of many a past association will indicate.

Our advice to our readers among the manufacturers is to join the Manufacturers' Association and stick to it, not to expect too much at the start, and not lose their enthusiasm over a few failures. Such an association is certain to come sooner or later, and be the dominating influence in the trade. It used to be that three-fourths of the capital of the hardwood trade was engaged in dealing in lumber; now the conditions are almost reversed. There is not an officer in the National association, we believe, but has more money invested in the manufacturing end of the business than in the dealers' end, and the tendency in that direction is increasing; and where the capital is there the control will be.

But it will take time and patience, and we believe the promoters of the Manufacturers Association would do well to make haste slowly.

MORE ABOUT LUMBER FREIGHTS.

The question of lumber freights is receiving its due share of attention just now. The discussion won't do the lumber interests any harm. Mr. Russe started the agitation at the meeting of the National association in May. In order to get at the matter on all sides, the Record secured a statement from a railroad official who, by the way, is in charge of the lumber traffic over a southern line of railway, justifying the present rates. The article was published in our issue of May 31, and in the following issue received attention from the very trenchant pen of Mr. Vetter, one of the largest lumber shippers in the country. We have received a reply from our same railroad friend, which is as follows:—

To the Editor:—I am pleased to comply with your request for an answer to the lumberman's letter in your last issue, in which exceptions are taken to some of our statements made in an article on freight rates.

Our Buffalo friend is correct in saying that the railroads forced the grain shippers to increase the weight of their loads by increasing the minimum weight at the same time they reduced the rates per hundred pounds, and if it were possible for lumber to be loaded to the carrying capacity of the cars as a minimum, I have no doubt but what the rates on lumber would be lower than they now are. Dry oak lumber, loaded to 50,000 pounds per car, is very heavy loading; the records of the lumber carrying roads with Chicago terminals show a much less tonnage per car.

One of our southern lines which is a large carrier of lumber estimates the average load of oak lumber handled by them to be 42,000 pounds, and cottonwood and poplar 32,000 pounds.

One of our eastern trunk lines places

the average earload of grain as loaded out of Chicago by their line to be 60,000 pounds.

The terminal expenses to start the two commodities from the producing points are about equal, but the expense to make delivery at destination is much more for lumber than grain, as a large percentage of grain handled goes into elevators, where the cars are made empty in a few minutes. The question of loss sustained by carriers on account of the errors made by either the carriers, agents or consignees refusal to receive the consignment is so small a percentage of the freight earnings of both commodities that it might not be considered.

The Secretary of the Chicago Board of Trade furnishes the following report of receipts and shipments of grain and lumber to and from Chicago in the year 1900.

Receipts.

Grain 14,756,903,136 pounds
Lumber 3,991,865,000 pounds

Shipments.

Grain 11,246,333,288 pounds
Lumber 1,538,902,000 pounds

This report of the movement of the two commodities in and out of the largest grain and lumber market in the United States should be a just comparison as to the relative tonnage of grain and lumber, and I regret my inability to give our friend the statistics, which he says would be the only convincing proof to him, i. e., "the relative freight earnings of both commodities." This information is not furnished by the railroads to our Board of Trade.

All railroads keep their equipment in good condition, as they do not compel any particular equipment to be loaded with one class of freight at the exclusion of all other classes. The cars loaded with grain for New Orleans are returned with lumber as a load, therefore all equipment must be kept in condition to haul grain. It is at the present time impossible to make delivery of any equipment loaded or empty to a connecting road unless the car is in good condition, as per the rules of the Master Mechanics' Association, of which all roads are members, and use the same inspection rules, therefore I cannot understand our friend's complaint about the equipment which he has been furnished, it must have been quite good to carry 50,000 pounds of lumber.

The members of the National Hardwood Lumber Association, and particularly the Railroad Committee, have my best wishes for their success, and personally, I hope that their petition for a lower scale of freight rates on lumber will be favorably considered.

THE HOO-HOO ANNUAL.

The Hoo-Hoo of Milwaukee, Wis., have taken some preliminary steps in preparation for the annual meeting, which will be held in that city September 9. They have organized into a financial committee, with W. S. Johnson as chairman, and a committee on arrangements, with F. N. Snell as chairman. The latter committee are well along with their work, and expect to have a program, when complete, that will be very attractive and pleasant for the visitors. They have already decided to make the Hotel Pfister headquarters, and have reserved fifty rooms for the accommodation of visiting delegates, ranging in price from \$3 to \$5 per day, on the Ameri-

can plan. Other hotels mentioned (on the American plan) are the Plankinton House, at \$2.50 per day and up, and the St. Charles and Republican House, at \$2 per day and up. On the European plan the Davidson, Schlitz and Blatz are first-class hostelrys, at \$1 per day and up. They urge those expecting to be present to make applications for rooms at as early date as possible.

J. P. WALTER DEAD.

"James P. Walter is dead!" This was the tidings that flashed over the city this morning on the friendship that linked his life with the hearts of acquaintances by the thousand. Seldom indeed has a like message occasioned such surprise and inexpressible sorrow.

Mr. Walter arose at an early hour in the best of health apparently, yet a few minutes later his sturdy frame was still in death. He walked down to the sale barn, as was his custom, and directed the



opening and the work for the day. Returning home, his wife met him at the corner and they chatted together as they walked into the house. Mr. Walter sat down in a chair to await the breakfast bell, and a few moments later his wife saw him arise and walk to the door. He complained that he was feeling ill, and Mrs. Walter advised him to sit down again. He turned to comply, but before he could reach the chair he fell to the floor unconscious and expired almost instantly. Death was due to a stroke of apoplexy.—Crawfordsville News.

Mr. Walter has been associated with Mr. S. P. Burkholder in the wholesale hardwood lumber business since 1886, and was treasurer of the company under the firm name of the J. P. Walter Lumber Company, whose headquarters are at Crawfordsville, Ind. He was also extensively engaged in the live stock business and the firm of J. P. Walter & Bro. was one of the largest shippers in the state. With all his business interests, Mr. Walter did not neglect the nobler ends of life. He was always ready to help in any plan for the betterment of conditions and his purse was open to any form of charity. Mr. Walter was not widely known personally in the lumber trade, but the firm which bears his name is well and favorably known all over the country.

The Man About Town.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION. (CONTINUED.)

One curious thing about the efforts which have been made during the past five years to organize the hardwood lumber trade has been the opposition which that movement has always met with from Mr. J. E. Defebaugh, whose position, first as editor of the *Timberman*, and later of the *American Lumberman*, has enabled him to wield a strong influence. From the very beginning of the movement Mr. Defebaugh has opposed it, openly when he dared, secretly when he must, but opposed it he has with all his power from the beginning.

Why he should have done and still continues to do this is incomprehensible except to those very familiar with his character. It is not my desire to enter into a discussion of the motives which have prompted his course, but those who have been most active in promoting the interests of the National Hardwood Lumber Association will all bear testimony that they have met that opposition at every turn.

When the first meeting of the National association was so unexpectedly successful in agreeing upon a set of inspection rules, and the prospects for the St. Louis meeting were good, Mr. Defebaugh made his first open move in opposition. He issued a call for a meeting of the manufacturers of hardwood lumber to be held in St. Louis, immediately after the meeting of the National association. This call was issued on the letter head of the *Timberman* and as a result of that call a meeting was held in St. Louis on May 10, 1898, five days after the first annual meeting of the National association, for the purpose of erecting a rival organization.

This meeting was not largely attended, there only being twelve hardwood lumbermen present. They were, however, representative men of large interests and it was hoped that succeeding meetings would be more successful. It was to be an organization composed exclusively of manufacturers as opposed to the National association, membership in which was open to both manufacturers and dealers.

This meeting resulted in the organization of the Mississippi Valley Hardwood Manufacturers' Association, with C. A. Ward of Chicago as president. A constitution and by-laws was adopted and other steps taken to give the association a foundation.

The attendance at St. Louis being small it was decided to call another meeting to be held in Chicago on July 19. At the Chicago meeting only six firms were represented, but steps were taken to push the organization. Money was subscribed, a secretary was appointed and put on the road to solicit membership.

After about six months another meeting of the Mississippi Valley Manufacturers' Association was held at Memphis, but in spite of the utmost efforts of the secretary and others interested, the meeting was only very lightly attended and the association never held another meeting.

This association, however, made but little effort in the direction of preparing inspection rules. An inspection committee was appointed and did some work, but the trade never seemed to take much interest and no set of rules was ever placed before the public. The central idea of the organizers of this association was to bring the manufacturers of hardwood lumber into a combination, somewhat similar to a trust, for the purpose of marketing the product of the manufacturers through a central selling body directly to the consumers. This idea was not popular and the association died out without having any perceptible influence upon the trade.

It was promoted by Mr. Defebaugh in a spirit of animosity, and there being no special reason for its existence, apparently, other than that of Mr. Defebaugh's desire to use it, and no demand for its services from anybody, it could not, of course, prosper. It is hard enough to make an association a success when there is a popular demand for its services; when it comes to attempting to push an association for which there is no popular demand it becomes an almost impossible task.

* * *

On November 3, 1898, the first semi-annual meeting of the National Hardwood Lumber Association was held at Cincinnati. The attendance was unexpectedly large and the interest manifested in the proceedings was very great. The liberal-minded men of all branches of the trade were beginning to recognize the advantages which might come to the trade through the National association and they flocked to the Cincinnati meeting in large numbers from all sections of the country, the East being especially well represented.

Nothing of especial importance transpired at this meeting. The rules were gone over again and F. H. Smith of St. Louis, at that time chairman of the rules committee, presided over what was probably one of the most interesting meetings of that committee ever held. The trade had apparently just grasped the possibilities of the situation and everybody at the convention seemed to have a different idea as to what uniform inspection rules should be. After listening to the eloquence of the different members for a few hours, Mr. Smith realized the impossibility of securing any results under that system and ruled that any suggestions for changes in the rules should be submitted to the committee in writing. This stopped the

flow of oratory and left the committee some time in which to revise the rules. The rule thus established, of requiring suggestions for changes to be submitted in writing to the committee, has been generally followed ever since and is, in fact, the only possible plan under which a committee can make any headway. A good many members may have felt more or less aggrieved at times that they were not permitted to appear before the committee personally, but if they bear in mind the fact that if the privilege is accorded them, it must also be accorded to the remaining members of the National association, they will appreciate the difficulties of the situation and acknowledge that the ruling is correct.

The first semi-annual meeting held at Cincinnati was chiefly notable for its unexpectedly large attendance and for the character of the firms represented. No special advance was made in the revision of the rules, that revision being largely along the line of correcting and finishing the work done at the St. Louis meeting six months before.

Up to that time the making of hardwood inspection rules had been almost entirely in the hands of the lumber dealers, and the rules which had been made had invariably been more severe and called for a higher grade than it was the custom of the country to make. No one made a grade according to the rules of any market unless he was caught in a position where he could not help himself. So strong had been the custom in the matter of making rules that the National association at the Cincinnati meeting made a set of rules far above the level on which the trade was actually doing business. So strong was the feeling that that was the thing to do that had anyone at that meeting of the National association proposed a set of rules upon which the members of the association could and would do the bulk of their business, he would have been almost universally condemned, both by the manufacturer and dealer.

So that the rules adopted at the Cincinnati meeting were like the rules which had been adopted by different organizations in the central markets ever since rules have been adopted at all. A shipper might settle on those rules if he were caught in a tight place, but he would not sell upon them if he could possibly avoid it. That was the idea of making rules in those days, however, and the trade considered them pretty good rules.

* * *

So the Cincinnati meeting adjourned with the members heartily congratulating each other on the spirit and harmony of the meeting, and, in fact, there was much ground for congratulation in that the hard-

wood trade had made such progress toward getting together on a set of rules within six months.

As soon as the Cincinnati meeting adjourned the National rules were adopted by the Chicago market and the Cincinnati market, and there the matter of adopting those rules stopped for a while. St. Louis refused to adopt them, so did Minneapolis and Memphis was indifferent.

The cause of this action on the part of some of the markets was due, I believe, largely to the fact that the National association was generally understood, at that time, to be unpopular with the producers of lumber. The National rules, as then in force, were fully as good and equitable as the St. Louis rules, or any other rules in force in the central markets, but the National association was looked upon largely as a "Chicago scheme" and other markets feared that they might become too closely identified with Chicago in the mind of the trade by having the same set of rules, and no doubt believed that they would stand better with the producers by holding aloof from the National rules.

In the meantime many influences were working against the National association. It needed standing. The bitter feeling existing among the various sections and factions in the hardwood lumber trade prevented any enthusiasm over the National association and it is not to be wondered at. It might be possible for a few of the more progressive in the trade to get together and agree on a set of rules, but it was to take longer than six months to bring the trade at large into such a frame of mind as would bring the National association rules into universal favor. As before stated they were probably as fair and reasonable a set of rules as any other in force in any central markets, but all the rules at that time were more severe than the general custom of the country. The manufacturers generally condemned the National rules along with all other rules and only transacted business upon those rules when compelled to do so.

The first great "boost," if you will permit the word, which the National association received in the matter of securing indorsement, was the adoption of its rules of inspection by the National Wholesale Lumber Dealers' Association in March, 1899.

That association contained in its membership a very large percentage of the wholesale dealers of the eastern states and was and is one of the most powerful lumber organizations in the United States. So when it indorsed the rules of the National Hardwood Lumber Association it gave those rules a standing in the trade which secured them respectful consideration.

* * *

The history of how those rules came to be adopted by the wholesalers' association is interesting. At a meeting of the board

New Department and a New Head



W. D. HURLBUT,
Traffic Manager of the National Association.

As announced in our last issue, the traffic department of the National Hardwood Lumber Association has been organized and is now in good working order. The committee in charge have selected Mr. W. D. Hurlbut, whose likeness we are pleased to present herewith, as manager of this department.

Mr. Hurlbut was born in Ogdensburg, N. Y., in 1861, and has been connected with

of managers of the National Hardwood Lumber Association, held in Memphis, in December, 1898, Messrs. F. H. Smith, W. M. Weston and myself were appointed a committee to attend the meeting of the National Wholesale Dealers' Association, to be held at Boston in March.

When the time for the meeting came, Mr. F. H. Smith was unable to attend, but I wish to state that that is the only committee meeting Mr. Smith ever failed to attend, where he was a member of the committee. Mr. Weston lived in Boston, so his attendance was counted upon. Messrs. Bennett and Vinnedge said that I must certainly attend, so after receiving the advice and suggestion of Mr. Vinnedge in Chicago I went through Cincinnati and "Uncle Billy" Bennett patted me on the back and told me to go in.

I hadn't much idea that I could secure the adoption of the inspection rules, neither did Mr. Bennett or Mr. Vinnedge, and I could not have succeeded except for the assistance rendered by Mr. M. M. Wall.

Mr. Wall was not at that time a member of the National Hardwood Lumber Association and had never attended any of its meetings, the movement having not as yet reached Buffalo. He had been watching the progress of the association, however, and approved of the work it had done.

railroad traffic work since 1875, beginning as a clerk in the Illinois Central road's general freight offices in this city at that time. In 1899 he was made chief clerk in the same offices and a year later became assistant general freight agent. In August, 1892, he was transferred to Memphis, Tenn., where he was assistant general freight agent of both the Illinois Central and the Y. & M. V. R. R. In 1896 he became general freight agent at Louisville, Ky., for the same roads, in charge of all the freight traffic south of the Ohio river, and in 1899 he was made general coal agent at Chicago for both roads, in charge of the coal and coke traffic, these two commodities constituting over 33 per cent of the total freight tonnage carried by these roads.

When it comes to matters of tariffs, traffic and transportation, Mr. Hurlbut's education is complete. He was the unanimous choice of the traffic committee of the National association, he had the indorsement of many of the important railroad officials, and those who know him personally are all of one opinion—that he is the best freight traffic man in the United States.

He is a man of wide and valuable experience in freight matters, and will bring to the work in hand a thorough knowledge of the subject as well as ability to handle it.

The headquarters of this new department is at 670 Old Colony building, Chicago.

He was at that time, and still is, chairman of the committee on hardwood inspection for the wholesalers' association, and it was largely due to his splendid work at the Boston meeting that the inspection rules of the National Hardwood Lumber Association were adopted by the National Wholesale Lumber Dealers' Association, at that time, and still, one of the most influential organizations in the United States.

* * *

It was during my eastern trip that the matter of establishing an inspection bureau was first seriously undertaken. Like most shippers who cater to the eastern markets, Mr. Wall was very much dissatisfied with conditions existing in the New York City hardwood market and his interest in the National Hardwood Association was largely due to a desire for a more efficient protection to western shippers in that and other eastern markets, so when he left Boston to return to Buffalo he requested me, knowing that I was going to be in New York for a week, to see what the prospects were of securing the adoption of the National Hardwood Lumber Association inspection rules by the New York Lumber Trade Association.

I spent a week in New York City looking after the business interests of the Hardwood Record, and incidentally seeing what

could be done toward securing the adoption of those rules. It didn't take me very long to ascertain that the New York lumbermen were very indifferent regarding the matter and that they rather resented any such suggestion. Moreover, after giving the matter consideration and looking over the conditions of New York City I couldn't see that the adoption of the inspection rules of the National Hardwood Lumber Association would accomplish any good purpose, so long as the interpretation and application of those rules was left in the hands of New York inspectors.

In speaking of inspection rules a notorious hardwood lumberman of Chicago once made the remark that "he didn't care who made the inspection rules so as they left him to apply them." I realized that the mere adoption of the inspection rules of the National Hardwood Association would be of no effect in New York City, or, in fact, anywhere else, if the application of those rules was left in the hands of one of the interested parties. What was needed, it seemed to me, was some organization whereby a disinterested application of the rules of inspection might be had. Furthermore it seemed that such inspection should be given at the shipping point, so that the undesirable lumber might be left at the shipping point instead of being thrown upon the hands of the shipper some hundreds of miles beyond his reach.

Thinking these matters over I arrived at Buffalo and had a conference with Mr. Wall. I stated the situation as it seemed to me, but lacking practical knowledge of the lumber business, did not know whether anything could be done or not. Mr. Wall and I spent half a day together and at the end of that time we had practically outlined the present plan under which the inspection bureau is working.

"You talk this up in the West," said Mr. Wall, "and I will talk it up in the East, and by the time the next National association meeting is held we will see what can be done."

I returned to Chicago and made my report as a member of the committee to attend the Boston meeting to the board of managers of the National association, at a call meeting held in Chicago on May 4, 1899. In this report I mentioned the matter of the inspection bureau and the plan as outlined by Mr. Wall and myself and suggested that a committee be appointed to look into the matter.

This suggestion was heartily seconded by Mr. F. H. Smith of St. Louis, who stated that he had had such an organization in his mind for some time and that the system at that time in use in St. Louis was practically the same as the one suggested. R. T. Witbeck of Chicago also heartily approved giving the plan a trial, stating that such a system had been in force in Michigan for a number of years and was working very successfully. So a committee of nine was appointed to investi-

gate the matter and report at the next meeting of the National association.

At that meeting held in Milwaukee on July 10 and 11, 1899, the preliminary committee reported as follows.

To the National Hardwood Lumber Association:—We, your committee, appointed to evolve some system for securing a uniform application of our rules of inspection, beg leave to report that we have studied the matter thoroughly and believe that it is possible and practical to establish an inspection bureau, to have charge of the inspection of the National Hardwood Lumber Association, and we recommend that a committee of nine be appointed by the chair, with full power to act as seems best to them in evolving and establishing such a system, and we recommend that said committee be given the full power of the association in this matter.

M. M. WALL, Chairman.

The debate on this report was the most interesting event of the meeting. The report was finally adopted as read. President Smith appointed the following committee:

M. M. Wall, Buffalo, N. Y.
R. T. Witbeck, Chicago, Ill.
W. E. Hoshall, Memphis, Tenn.
T. B. Stone, Cincinnati, O.
F. W. Lawrence, Boston, Mass.
E. A. Swain, Rushville, Ind.
T. H. Mohler, Lock Seven, W. Va.
F. H. Smith, St. Louis, Mo.
William Connor, Marshfield, Wis.

Such was the origin of the inspection bureau and I do not wish to claim undue credit for Mr. Wall and myself in the matter. As Mr. Smith stated practically the same system was in force in St. Louis for a number of years and Mr. Smith had spoken to me about the desirability of having that system extended to embrace the entire trade. A similar system had also been in force in Michigan, originated, I believe, by Mr. Chas. Christianson, and had been in successful operation for a long time. These were merely local matters, however, and the fact remains that the work done as above was the first effort toward establishing a national lumber inspection bureau.

It was curious to note that nine out of ten of the members of the hardwood trade had no confidence in the movement. The first place in which I tried to make any converts was at Cincinnati on my way home from Buffalo. I outlined the matter to Tom Stone, and Tom said he thought I was crazy. Billy Bennett laughed at it in his good-natured way, and told me to take a fresh stogy and forget it. Mr. T. J. Moffett was the first to say that he believed there was something in it.

It might not be amiss at this point to call the attention of the reader to the letter of our Buffalo correspondent in this issue, which states that the Michigan Maple Company, controlling and putting on the market from 80,000,000 to 100,000,000 feet of stock a year, has instructed its salesmen to take orders only on condition that all shipments be accompanied by a certificate of the inspection bureau of the

National Hardwood Lumber Association and to refuse orders on any other basis. With the rules of the National association brought down to the custom of the trade as they were at the St. Louis meeting, there is no reason why a large majority of the sales of hardwood lumber should not be made on national inspection and we believe they will be.

Much of the credit for the success of the inspection bureau is due to our present worthy president, Mr. F. H. Smith of St. Louis. He was elected chairman of the first inspection bureau committee and held that position until he was elected president of the National association, and the trade owes much to him for his disinterested efforts to make the inspection bureau a success. His serene confidence in the ultimate success of the inspection bureau has been a tower of strength to all who are interested in its success. I remember I wrote him at one time, after we had met with many disappointments and discouragements, but finally received some favorable tidings, that I believed "the old thing was going to work after all." He replied that he had never had the slightest doubt about it. He has attended all the meetings, even going to Baltimore, where he had called a meeting of the committee, in connection with the annual meeting of the National Wholesale Lumber Dealers' Association, and being the only man of the committee present.

The meeting of the inspection bureau committee at which a plan of procedure was finally outlined and adopted, was held in Cincinnati, on January 10, 1900.

Taking the St. Louis system for a basis, the committee labored for two days, and finally reached an agreement.

The trouble which worried the committee more than anything else was as to what they were to do for a surveyor general. "We are going ahead here," said Chairman Smith, "creating an office that it will take a mighty good man to fill, with no idea as to where the man is to come from, but I guess we won't cross that bridge till we come to it." So we worked along until everything else was out of the way, and then Mr. Smith rapped on the table and said: "Now gentlemen, what will we do for a surveyor general?"

Various gentlemen were suggested, but they all lacked some of the essential qualifications. It was necessary to have a man who would command the confidence and respect of the lumber trade, who was not only a thorough lumberman, well posted in all kinds of hardwoods, but who was also a business man with capacity sufficient to organize the bureau without any money or salary, for the committee had pledged itself to "entail no financial obligations on the association."

Of the gentlemen suggested for the position, some had the practical knowledge of lumber, but lacked the necessary business qualifications; others had the business

ability, but lacked the knowledge of lumber; others possessed the knowledge of lumber and the business ability, but were not in position to work for nothing and pay their own expenses until the association began producing some revenue.

I had conferred with Mr. Wall, however, and told him that I did not see any way out of it, except for him to take the place, and after thoroughly discussing the matter, Mr. Wall agreed that if no other available man could be found he would accept it.

Consequently, after everybody else was through with suggestions as to the proper man for the place, and all those who had been suggested had been found lacking in some essential, I arose in the committee and suggested the name of Mr. M. M. Wall, and stated that I believed he could be induced to accept the place. You never saw a more surprised lot of people in your life than the members of that committee. They all recognized that Mr. Wall was the proper man for the place, but were surprised that he had confidence enough in the success of the inspection bureau not only to risk his time and money, but to risk his reputation by accepting the guidance and direction of the inspection bureau. Aside from the committee there were probably not fifty lumbermen in the United States who believed the inspection bureau could be made a success; and if Mr. Wall had taken it and had failed, he would not only have been out his time and money, but he would have become the laughing stock of a good many people. Mr. Wall had figured it out, however, and on the promise that the committee would lend him unwavering support, he accepted the position; and for so doing the hardwood lumbermen owe him a debt it will take a long time to repay.

(To be continued.)

CHICAGO COMMENT.

Colonel Adler, of the Adler Lumber Company, Lyons, Ky., came to Chicago on business and found time to attend the Derby. He was one of the fortunate "I told you so's," and as a matter of confirmation he did tell us so about six hours before the race was run.

* * *

F. H. Smith of St. Louis was in Chicago on business last week.

* * *

W. E. Trainer came home from a two or three weeks' trip in the South a few days ago with a couple of sample pieces of Tupelo gum under his arm. He said that was all the lumber he was able to get during the trip, and he thought he would just save freight by carrying it home.

* * *

Otto Meyer, representing the Bonsack Lumber Company of St. Louis, uncorked his language tank and we listened to a strong line of bright trade prospect talk.

* * *

Col. J. W. Thompson of Memphis, accompanied by wife and children, the latter

including a small miss four months old, is in Chicago this week. The afternoon that he was in the office he was on his way over to see Allen Vinnedge, to match babies, to see which one would take both of them. Jess says she is a girl and a good democrat, but by the time she is old enough the women will be voting anyhow.

* * *

J. V. Stimson of Huntingburg, Ind., was in the city this week and called at the Record office. Mr. Stimson is one of prime movers in association work, being an officer and charter member of the Indiana Hardwood Lumbermen's Association, and a strong supporter of the National associa-



WILLIAM KRAMER.

Most of our readers know of the firm of C. & W. Kramer, Richmond, Ind., as it is well and favorably known in almost every market where hardwood lumber is sold. Of this firm Mr. William Kramer, whose photograph appears herewith, is the head, his brother and partner, Mr. Conrad Kramer, having retired from active business some years ago. The writer had the pleasure of a visit to their plant at Richmond, Ind., and has had the honor of Mr. William Kramer's acquaintance for a number of years, and it is with great pleasure that he bears testimony to the excellence of their plant, the integrity and success of their business methods and the personal worth of the subject of this sketch.

The Kramer brothers, Conrad and William, came to this country when both were in their teens, with no capital but their pluck, energy and the characteristic German thrift. Thirty years ago they embarked in the hardwood lumber business at New Hope, Ohio, where they continued to prosper, until in 1885 they removed to Richmond, Ind., and established their present business.

They now have at Richmond, Ind., one of the finest hardwood lumber manufacturing plants in the United States. In

addition they deal largely in the product of other mills, buying throughout Indiana and the South, and marketing their lumber all over the United States and Canada and in all parts of the world. They also own and operate the Kramer Manufacturing Company, engaged in the manufacture of interior finish, store fixtures and the finer grades of furniture. This latter plant occupies a substantial four-story brick building and is equipped with all that is best in appliances for producing the highest grade of work.

* * *

The Messinger Hardwood Lumber Company of this city reports that trade is pretty fair for this season of the year, and prospects good for fall business.

* * *

Governor Bliss of Michigan was re-nominated on the republican ticket to make the race again. There was but one ballot taken. The governor is an old-time lumberman of Michigan, and recently be-

addition they deal largely in the product of other mills, buying throughout Indiana and the South, and marketing their lumber all over the United States and Canada and in all parts of the world. They also own and operate the Kramer Manufacturing Company, engaged in the manufacture of interior finish, store fixtures and the finer grades of furniture. This latter plant occupies a substantial four-story brick building and is equipped with all that is best in appliances for producing the highest grade of work.

In addition to the assets above named they have two sons, Horace M. and Clarence H. Kramer, now in the prime of young manhood, who, with Mr. William Kramer, furnish the energy and ability which causes the firm of C. & W. Kramer to rank among the most substantial and most successful hardwood lumber firms in the United States.

When the writer visited Richmond, a few years ago, and was shown through the various departments which go to make up the business, the thing that impressed him most was the thorough manner in which everything had been and was being done. Everything was done in the best possible manner. The machinery in use was of the best, the buildings were of the most substantial and the output was the very best possible. Such business methods cannot fail to bring success.

There was an absence of the hurry-up, get-rich-quick character to their business, which too often mars the business methods of the American business man. Everything showed the thorough going methods which have made Germany, although a country of very meager natural advantages, one of the leading commercial and industrial nations of the world.

The personality of the subject of this sketch is such as you would naturally expect in a man who has built up such a business, and in addition he is a man of a kindly, genial nature, a friend and well-wisher to everyone.

The Record is proud to count Mr. Kramer one of its best friends, and the hardwood lumber trade would be better off if it had more such members.

came interested in lumbering in Arkansas. He is a large stockholder in the Chicot Lumber Company.

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F. R. Crane & Co. state that trade conditions are fairly good and that demand is as brisk as could be expected at this time of the year.

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E. G. Leszynsky, secretary of the Chicot Lumber Company, has just returned from a trip to the company's plant at Blissville, Ark. He reports business as excellent, and operations at the mill very successful, with plenty of stock in pile getting dry for fall trade.

* * *

B. F. Croft, an old-time Chicago lumberman, now at Albion, Ind., was a visitor on the Chicago market last week.

ST. LOUIS NOTES.

W. A. Bonsack, of the Bonsack Lumber Company, says the receipts and shipments of his company have been rather heavy of late and that there are a sufficient number of orders on hand to keep him out of mischief during the greater part of July. He is taking a very roseate view of the present situation and the prospects, and, together with the other St. Louis wholesalers, is preparing for a heavy fall business.

* * *

August J. Lang is in Jefferson City today, attending, as a central committeeman, the republican state convention. He said the other day, however, that business is in first-class condition, and that his sales of gum and cottonwood are fully as heavy as during May, which was the heaviest month he had ever experienced.

* * *

W. W. Milne, of the Milne Lumber Company, reports a heavy country business in oak posts, bridge plank and such material, and says the values being obtained are entirely satisfactory.

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Steele & Hibbard have taken a five-year lease on a large piece of property on Dock street, and are placing foundations to use it as a yard for cypress and poplar. As this property covers an area of almost two city blocks, it will have a capacity of about 5,000,000 feet, without crowding, and will greatly increase the piling room of this firm.

* * *

The ninth annual picnic of the lumbermen of St. Louis, held under the auspices of the Lumbermen's Exchange, was "pulled off" on June 12, with a large attendance and fewer casualties than for several years. The day was perfect and, as the crowd was kept in a thoroughly good humor all day, it was an immense success. The annual ball game between the "Hardwoods" and the "Pines" resulted in a score of 10 to 3 in favor of the hardwood boys, and as the game went the other way last year, there was no living with them after the game. The commit-

tees in charge of the various departments of the picnic did thoroughly good work in making a success of the undertaking, and it is classed among the most successful events of the sort ever attempted in St. Louis.

* * *

The Waldstein Lumber Company announce removal of their office to 2501 South Seventh street, corner Victor.

NASHVILLE NEWS.

The local situation in lumber was given the Record's representative by Dr. J. O. Kirkpatrick, of J. O. Kirkpatrick & Sons: "The general building trade of this city has been very much curtailed on account of strikes in the building trades' unions. The strike was precipitated on the first of April. But there has never been a time when there wasn't sufficient workmen in all branches of the building trade that did not affiliate with any union so that no mills, shops or contractors had to suspend business, and there is now and has been for some time, a full complement of men in all branches of the trade to do any and all work that may be offered. And if the public can get sufficiently over their scare, we may gain in the balance of the year a great portion of what was lost through the strike. The strike was over, with practically no concessions made the union.

"In the general lumber business, the only question of sales is to have the stock to fill the orders. The demand for poplar lumber and all grades of oak is far in excess of the supply, and all offerings of dry merchantable stock are taken at full prices without delay."

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The Haskew Lumber Company are making extensive improvements at their plant at South Pittsburg, Tenn. New band saws and new machinery are being added, and the force will be increased.

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Mr. Rich, of the Edgefield and Nashville Manufacturing Company, one of the large woodworking concerns of the city, reports a heavy southwestern business for interior finish and housebuilding work. They also have the local arcade contract, that will be a large job.

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John B. Ransom & Co. are running their mills at Nashville and in West Nashville on overtime, trying to catch up with orders. They report prices firm with a tendency to advance.

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T. K. Colley, a lumberman from Centerville, Tenn., was a visitor here this week.

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Mr. Wm. Bryan, of G. Elias & Bros., of Buffalo, N. Y., was in Nashville looking up stock.

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S. B. Ransom, N. W. Gennett and Andrew Gennett have acquired \$60,000 worth of standing timber, mostly yellow poplar, and the balance ash and pine, in northern Georgia, and not far from the South Caro-

lina line. They will erect mills thereon and prepare to do an export business. The purchase is not far from the Charleston market nor from the milling operations of the Benedict-Love Company, composed also of Nashville people working on South Carolina timber. The designation of this new firm has not been decided upon as yet. The gentlemen composing it are all practical lumbermen and for three years past have operated the Nashville Lumber Company in this city.

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John W. Love, of Love, Boyd & Co., has returned from a trip to South Carolina.

* * *

Chas. Benedict, secretary of the Benedict-Love Company, of Ft. Hill, S. C., is in Nashville for a few days.

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C. L. McConnell, of the Prewett-Spurr Manufacturing Company, reports a good demand in lumber and firm prices.

MEMPHIS NOTES.

W. N. Wright, of W. N. Wright & Co., who have been general wholesalers in hardwoods, with offices in the Porter Bldg. has gone into a cypress deal with J. W. Thompson, in Mississippi, where they will erect a mill soon.

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The Hoyt & Woodin Cypress Company has bought a large cypress tract in Quitman County, Mississippi, and will build a band saw mill there.

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Victor Fossell, representing a Belgium lumber firm, has been in Memphis looking up stock for the export market.

* * *

Mr. I. H. Arthur, who has been in the office of the Arthur Lumber Company here for some months past, has returned to St. Paul for the next three months.

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Frank Keble, representing the Compound Door Company of St. Joseph, Mich., has been looking up the lumber situation in the Memphis market.

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A large cypress mill at England, Ark., owned by the Keo Shingle Company and W. J. Loeke, burned to the ground last week. Loss \$10,000.

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Mr. Tom F. Doyle, of the Muskegon Lumber Company of Michigan, has been over in Arkansas the past fortnight, looking over the interests of his company.

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The Studebaker and Tiffin Wagon Manufacturing Companies have been making timber purchases the last few days in Mississippi and Arkansas.

* * *

The Lena Lumber Company of Silica, Ark., has been incorporated. Capital stock \$15,000. Incorporators, B. Faisst, president; J. Finkheim, C. D. Lewis, John Fahomer, C. and G. Faisst, incorporators.

GOTHAM GLEANINGS.

New York, June 24, 1902.

George B. Crary, father of J. D. Crary, the secretary of the New York Lumber Trade Association and editor of the New York Lumber Trade Journal, died on June 17 at his home in Mystic, Conn. Mr. Crary was 80 years old, and had been a captain in the old merchant marine. He was full of reminiscences of the old days, and one of his ships, the B. F. Hoxie, was destroyed during the Civil War.

* * *

A recent incorporation is that of the Newhold Lumber Company of this city, with \$25,000 capital. O. L. Tunis, Baltimore; J. H. Tuthill, Riverhead, L. I., and W. S. Newhold, New York, are the directors.

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Mershon, Schuette, Parker & Co., Saginaw, Mich., New York office at 18 Broadway, have been appointed sole agents of S. L. Eastman's brand of maple flooring.

* * *

The Lumber Fire and Marine Insurance Company, just organized, is, from all accounts, in a fair way toward permanent financial success. Like the Lumber Underwriters, this new insurance body has been formed by prominent national wholesale lumber dealers, and the executive committee, with offices at 66 Broadway, with the assistance of the new organization, can now assume much larger risks than ever before. Only lumber yards will be taken, and the capital has been placed at \$100,000. It will act largely as a reinsuring company, assuming the excess risks the other company are unable to carry, and in view of the recent increase in rates it can safely be reckoned that it will not have to do much begging for business.

* * *

Among the lumber dealers and manufacturers who recently visited the metropolis were J. M. Hastings, F. R. Baheock and D. L. Gillespie, Pittsburg; Frank Lawrence, of Lawrence & Wiggin, Boston; Pendenis White, North Tonawanda, N. Y.; N. H. Whiting, of the Whiting Lumber Company, Elizabethtown, Tenn., and Julius Dietz, of the Buffalo Maple Flooring Company, Buffalo, N. Y.

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A discharge in bankruptcy has been granted to Job M. Reamer, 883 Seventh avenue, formerly a lumber dealer. Liabilities had been placed at \$35,362.

* * *

On Thursday last C. W. English, dealer in lumber, sash, etc., Montclair, N. J., made an assignment to C. L. Bush. Assets are placed at \$80,000 and liabilities at \$40,000. The creditors are principally wholesale lumber dealers in other states. Over \$50,000 of the assets are outstanding accounts.

* * *

Bliss & Van Anken of Saginaw, Mich., whose maple flooring enterprise made them well known to the hardwood trade, have just purchased a tract of yellow pine

timberland in western Florida, which will give them an annual output of 25,000,000 to 30,000,000 feet annually for the next eight or ten years.

BUFFALO BITS.

Mr. H. S. Janes, of the Janes-Keeney Lumber Company, has returned from the Mississippi plant of the company and reports they are very fortunate in having a good supply of oak logs, and that they are getting out a large and very fine stock of both cypress and oak.

* * *

The Standard Lumber Company have purchased a large timber tract at Florence, Ala., where they are just commencing operations. It consists of oak, chestnut, ash and pine. The Standard Lumber Company has made big strides to the front rank of the Buffalo hardwood lumber dealers in the short time they have been in the business.

* * *

Mr. Vetter, of the Empire Lumber Company, reports that the extension now being built to their cypress mill will be completed early next month. They have 700,000 feet of cypress on sticks, ready to be shipped as soon as this road is finished. They have a million feet of cypress sold, and will hardly catch up with their orders next month. They have four mills running on oak and one on cypress.

* * *

The Michigan Maple Association have issued instructions to all of their inspectors that all shipments are to be made under the rules of the National Hardwood Lumber Association, and not a stick is to be shipped without a certificate showing the inspection of same. The reason for this is obvious. It relieves the Maple Association of all responsibility after the shipments are once made—and any question on inspection and measurement lies between the Inspection Bureau and the customers. Mr. Wall, the surveyor general, advises he has certificates just to hand for 1,500,000 feet of maple just shipped. He says there are 35 duly appointed National hardwood inspectors at the present time, and applications on file for at least a dozen more.

* * *

The Buffalo Hardwood Lumber Company are operating a large timber tract at Canaseraga, N. Y. They have two large stationary mills and three smaller portable mills, all running full time. There will be four to five million feet, principally maple, basswood, white ash and beech.

* * *

The mills of Hugh McLean & Co., in Indiana, are all running full on quartered oak, which keeps moving about as fast as it gets in shipping condition.

* * *

I hear nothing but words of praise for the very able letter in the last issue of the Record from Mr. F. W. Vetter.

NEW MEMBER IN THE TRADE.

A new member of the hardwood lumber fraternity is Mr. Moritz Glauber, whose likeness we are pleased to present herewith. Mr. Glauber is a son-in-law of the late E. Sondheimer, and has recently purchased the widow's interest in the firm of E. Sondheimer Company. He will be an active member of the firm, having charge of the finances, and will assume charge of the duties of the position August 1. Mr. Glauber's career has been one of a series of successes, and the least we can assume is that he will be a valuable pillar in the firm of E. Sondheimer Company. He has conducted a general store at Cripple Creek, Col., for the past nine years. Five years ago, at the time of the big Cripple Creek fire, his store and stock of goods were completely wiped out. He at once rebuilt, putting up a fine stone and



MORITZ GLAUBER.

brick building, which, by the way, was the first brick structure in the town, and resumed business on a larger scale than ever. Since purchasing into the lumber business he has incorporated the Cripple Creek business, retaining a majority of the stock. His entire time and attention, however, will be devoted to the lumber business.

The annual meeting of the stockholders of E. C. Atkins & Co. was held at the office of the company at Indianapolis on May 28. The board of directors reported the largest and most successful year in the history of the company.

The following officers and directors were elected for the ensuing year:

Directors—H. C. Atkins, M. A. Potter, N. A. Gladding, A. D. Gates, T. R. Kackley.

Officers—President and superintendent, H. C. Atkins; vice-president and secretary, N. A. Gladding; treasurer, M. A. Potter; assistant treasurer, A. D. Gates; cashier, F. C. Gardner.

MEETING OF CINCINNATI LUMBERMEN'S CLUB.

On Friday evening, June 13, the Cincinnati Lumbermen's Club held its monthly meeting and banquet at the clubhouse of the Zoölogical Garden. As this was the last meeting before the summer adjournment, it was decided to invite the ladies and to prove the popularity of this move it need only be stated that eighty guests were seated at the festal board. W. D. Hurlbut of Chicago, head of the new freight traffic bureau of the National Hardwood Lumber Association, was the guest of honor. In a brief and concise manner he explained the objects and purposes of the new traffic bureau. He also outlined as thoroughly as his time permitted his methods of procedure and told of the results he expected to accomplish. His remarks were very well received, as is attested by the fact that several signatures were added to the guarantee fund. The club also voted as a whole to indorse his work and go on record to that effect. The president also called on members of the club for short speeches, and everybody present spent a very enjoyable evening. The following gentlemen were present: F. M. Possell, T. B. Stone, G. O. Vreeland, C. H. Schatzman, J. T. McRoberts, Chester F. Korn, B. A. Kipp, Dr. S. A. Stuart, L. T. Anderson, E. K. Pritchett, W. D. Hurlbut, T. J. Moffett, Frank Ackley, A. E. Hart, E. J. Thoman, C. W. Tomlinson, O. P. Hurd, Jr., J. E. Tuthill, Ben Bramlage, A. B. Iddeson, W. A. Bennett, H. P. Wiborg, J. W. Darling, Myron Banning, E. P. Ransom, Dwight Hinckley, E. W. Oesper, Jr., J. M. Asher, Fred Pieper, P. J. Bachellor, J. Watt Graham, E. A. Swain, W. J. Eckman, D. C. Tappe, Chas. W. Blair, Jas. Buckley, G. M. Morgan, E. L. Edwards, A. V. Fuhrmann, J. B. King and F. W. Mowbray.

The Royer Wheel Works at Aurora, Ind., were completely destroyed by fire a few days ago. The losses are given at over \$50,000, only partly covered by insurance. It has not been decided yet whether they will rebuild or not.

PROVIDENCE, R. I., AND RETURN, \$18.90.

On account of the B. Y. P. U. meeting at Providence, the Wabash will sell excursion tickets from Chicago as above, July 7, 8 and 9, via Niagara Falls. Return limit, August 15. Write for B. Y. P. U. illustrated folder, containing maps and full information. City Ticket Office, 97 Adams street, Chicago.

SATURDAY HALF HOLIDAY.

The firm of E. O. Atkins & Co. of Indianapolis beg to announce for the months of June, July and August, their works and office will close at noon on Saturdays. They therefore request their customers to kindly arrange their orders as far as possible to reach them in time for early Saturday shipment.

NEW SYSTEM OF MEASURING AMERICAN HARDWOODS IN LONDON.

The London section of the Timber Trade Federation of the United Kingdom have decided to adopt the American system of measuring hardwoods, and the following regulations, effective July 1, were agreed to between them and the London and India Docks Company:

1. The measurement of lumber shall be ascertained by the "American Board Measure Rule," but with the odd feet in the lengths marked.

2. No allowances are to be made for defects.

3. The contents shall be returned in superficial feet; all parts of a superficial foot up to and including a half shall be disregarded, and over a half shall be reckoned the next foot.

4. All lumber under 1 inch in thickness shall be measured to the eighth of an inch; 1 inch and up to quarter inches.

5. The lengths shall be taken to the full foot only, odd inches to be disregarded: (a) A board measuring 12 feet 11 inches must be returned as 12 feet long; and (b) a board measuring 13 feet 11 inches as 13 feet long, and so on.

6. In ascertaining the measurement of tapering boards and planks the same shall be taken, as regards width, one-third from the narrower end.

7. The Docks Company shall return planed lumber as actual size: (a) Planed to $\frac{3}{8}$ -inch; (b) planed to $\frac{1}{2}$ -inch, and so on.

8. Piling to thickness. Up to 1 inch to be piled and returned separately to $\frac{1}{2}$ -inch; above 1 inch to 2 inches, to be piled and returned separately to $\frac{1}{4}$ -inch; 2 $\frac{1}{4}$ inches, 2 $\frac{1}{2}$ inches and 2 $\frac{3}{4}$ inches to be piled and returned together, 3 inches to be piled and returned separately; 3 $\frac{1}{4}$ inches, 3 $\frac{1}{2}$ inches and 3 $\frac{3}{4}$ inches to be piled and returned together; 4 inches to be piled and returned separately, and so on, the even inches being piled and returned separately. In cases where pieces of more than one thickness are piled together they are to be so shown on the Dock Company's return.

9. When wood is piled to widths, the widths shall be returned in quarters of an inch, up to and including 6 inches; over 6 inches all fractions of an inch shall be disregarded.

10. When lumber is stack-piled at reduced rates, the Docks Company will not be required to show the widths unless specially requested to do so, in which case a charge may be made for returning the widths.

11. In the absence of special instruction from the owners or agents of the goods, the quantity in a stack-pile is to be regulated by the description and thickness of the wood, say, 800 superficial feet of 1-inch oak, 1,000 superficial feet of 1-inch walnut, 1,200 superficial feet of 1-inch white-wood. Other descriptions and thicknesses of wood to be in about the same proportion.

For some time past, and this season in particular, we have missed the breezy presence and genial sociability of the American lumberman sojourning in Europe. Notwithstanding that London is full of visitors from across the Atlantic, to assist at the Coronation festivities next month, we cannot yet hear of any prominent lumbermen in our midst. The members of the American lumber trade can and do enjoy themselves in a frank and hearty manner, but they do not belong to that leisured class who can take a vacation merely to witness medieval pageantry. They are mostly busy men, and whilst

traveling for pleasure prefer to do a little incidental business on the way, if possible. At the present time the lumber trade in the States is enjoying a period of great prosperity, and the export trade, without being neglected, is not so eagerly sought for. In fact, this trade is being conducted on a sounder basis, and a larger proportion of the export is to fill contracts, and consignment business is, happily for all concerned, just now at a discount. In fact, the pendulum is swinging the reverse way, and several of the principal firms who handle American lumber in this country are at the moment represented in the States. Much good has been done to the trade by the frequent visits of American lumbermen to this country, and much will also be achieved by the men now at the centers of production in educating the manufacturers in the exact requirements of the European markets. The return swing of the pendulum of trade will come in due course, and we shall be able again to greet our American lumber friends.—Timber Trades Journal, London, England, May 31.

NEWS SUMMARY.

The American Sash & Door Company, a newly organized concern, has purchased the plant of the Decatur Furniture Company at Decatur, Ill. This is the combination mentioned in our last issue, which includes such mills as Lockland & Strickland Calumet Lumber & Manufacturing Company and Von Platen & Dick, all of this city.

W. J. McBride, representing the American Car & Foundry Company, has purchased 750 acres of timberland near Bakersport, Ky. The company will erect saw mills at once.

The equitable Land & Lumber Company of Boyd County, Kentucky, was incorporated recently at Louisville, Ky. The incorporators are S. H. & E. K. Nigh of Huntington, W. Va., and Jeff Golden of Cattslettsburg, Ky.

There is a probability that the Turnbule Wagon Company of DeFiance, O., will locate a large wagon factory at Greenville, Tenn.

The Indian Creek Lumber Company of Irwin, Tenn., are negotiating for ten to twelve thousand acres additional timberland, and are also building three or four miles of tramway from their present mill location to the O., R. & C. Ry.

The saw mill at Bear Lake, Mich., which has been operated by George W. Hopkins many years, has gone out of commission, the timber being exhausted. Mr. Hopkins has purchased two large tracts of land in Florida and will engage in stock raising in that state.

The Carr, Ryder & Adams Company of Dubuque, Ia., contemplate building a large factory in Des Moines, Ia., for the manufacture of a similar line of work, including sash, doors and general wood-work.



MARKET REPORTS

CHICAGO.

The receiving, handling and shipping of lumber is being greatly interfered with by the daily and almost incessant rains. The weather has been altogether unfavorable in this respect for the past three or four weeks, and it is beginning to tell on the patience of the local dealers.

While progress has been necessarily slow on the above account, the demand has not been of such an exorbitant nature that the dealers are getting behind in their orders—or, in other words, volume of trade has not exceeded the facilities for handling it. The expense of handling it, however, is another matter. There is considerable complaint registered on this score.

As to the general condition of the market, there is not much change to report. The demand is no better than it was, which means that it could be a good deal better and not go over the limit. The symptoms are natural, however, at this season of the year, and there is consequently no discouragement over the present inactivity. In fact, there is much encouragement to be had, for in spite of the usual midsummer sluggishness, prices are well maintained. There is no absolutely weak item in the list. All grades of cottonwood and poplar boards and the upper grades in plain red oak and quartered white oak are still the leading sellers, and are taken readily, when they are taken at all, at the top market prices. Red gum continues to find favor on this market, and there is considerable call for this wood, both in log run and firsts and seconds.

Anyone owning basswood can get action at most any time. There is and always will be a sufficient demand for this wood. It is not an excited demand, however, for the consumers have found out the nature of the supply and simply buy it in preference when they can get it.

Birch was quite active during the early part of the year, and while it has not lost any of the gain it made during that period, there is not so much call for it now.

There is no change to report as regards maple and elm. Maple in particular is in unison with the general state of trade. While the local demand it not hardly at par, there is no disposition to force sales by trimming the price. Elm is in the least demand of any of the northern woods, but there is not a burdensome supply in the market and the strength it has at points of production helps to keep the tone good here.

Trade, all things considered, is in good shape.

ST. LOUIS SITUATION.

The general trade situation in this market is fully as good as at last report, and practically all of the dealers state that they are satisfied with the volume of their business.

And the best part of this situation is that it is likely to continue. Of course, there will probably be the usual midsummer period of inactivity, but it promises to be less pronounced than formerly. Already it is noticed that the northern furniture factories are buying in smaller quantities, because of their habit of always slowing down on purchases until after the furniture exposition at Grand Rapids, the result of which exposition gives them the information they desire as to style and the amounts of the various kinds of lumber they will need during the fall. Until this exposition is well inaugurated and the trend of things can be observed, the furniture trade will be more or less of a filling-in trade, except on items which may be considered staple. It is figured by some that the drouth of last fall is just beginning to affect some branches of the hardwood trade, the furniture and agricultural implement departments, for example, but trade has been and is so good in these lines that even those who make this claim admit that it is their opinion that the trade of this fall will exceed all records, again basing their claims on crops and telling about the wonderful condition of corn. In the box lines a rather strange condition prevails. Cottonwood is in very strong demand from the box people, but gum has declined until the prevailing price is now in the neighborhood of \$11.50 to \$12, which is materially below the quotation of a month ago on gum box stuff. Planing mills are unusually busy and their requirements are heavy. They are especially anxious to buy cypress and this wood is probably harder to secure at first hands than any other handled in this market in any quantity.

So far as oak is concerned, quartered white easily maintains the lead in point of demand, and there is much less of it coming in than could be used. This scarcity has again brought quartered red into favor, and it is probably true that this latter has undergone more improvement during the past month than any other hardwood commodity. In plain-sawed oak the demand includes all items. Thick stock is wanted in white and a limited quantity of it in red will sell quite easily; 1-inch in both white and red is particularly strong and the market has none of it to spare.

In fact, the local supply of 1-inch red oak was seldom as light as at the present time. Specially sawed stock, such as wagon, table, chair and railroad stock, is very strong, there being a demand for the last named which is by no means satisfied.

Cypress, as intimated above, is very hard to secure at first hands, and is in such demand all over the country that central stocks remain depleted, despite the efforts of the mills to catch up with their orders. Prices are easily maintained, although they are materially higher than they were a month ago. Poplar is also strong in upper grades, but the lower grades do not enter to any extent in local trading. Ash remains about as it has been, the demand being excellent, but the supply short. Cottonwood is very firm. Gum has weakened slightly and seems to be more plentiful than at last report. Hickory, sycamore, elm and the other woods handled in this market are about as last reported.

CINCINNATI.

There are practically no changes in local hardwood conditions. Business is still in a very satisfactory state, and indications are that it will continue very favorable all summer and into the fall. Inquiries are steadily coming in, and sales are not very hard to effect. The greatest difficulty is not to sell lumber but to get it after it is sold, and even then the affair is not settled, as it is a very hard matter to have the lumber shipped, as some of the southern roads are completely choked up with business. It is no uncommon thing to have cars in transit for thirty days. The car shortage question also has not been solved to the satisfaction of everyone, as some of the roads are very shy on rolling stock. The retail trade reports business as being good.

Inquiries for poplar lumber are common but as far as can be ascertained sales are not so frequent. Just at present common poplar seems to be having a steady call. There is also some demand for select poplar. In firsts and seconds poplar, thinner than inch is being mostly sought after. Six-quarter and eight-quarter stock also has some call. Dry stocks are exceedingly scarce and prices are not as firm as formerly.

The demand for oak lumber is steady and consistent, with prices high and firm, and dry stocks hard to locate. Quartered oak has fallen off a little in demand in the grade of firsts and seconds, while a slight improvement has been noticed in the call for common stock. Cull oak (or, correctly

writing, number two common plain oak) is a little weak just at present.

Ash lumber has not been very strong for some time past and is particularly weak on inch stock in the upper grades. Firsts and seconds thicker than inch are doing fairly well. No. 2 common has practically no call.

Cottonwood is still a very prominent feature locally, and the demand never seems to let up. During the past few weeks the local box manufacturers have stocked up very heavily, and the demand for box common cottonwood locally has been satisfied to some extent. Firsts and seconds are easy sale at a good price and the only complaint cottonwood dealers have at present is the familiar one of all the hardwood dealers, namely, shortage of dry lumber.

The cypress people claim to be very well pleased with the status of the cypress business.

In gum lumber the most favored at present seems to be clear saps. Quite an improvement has been noticed in this grade lately. Firsts and seconds red gum is having a good call now, but mostly for the export market. Common gum, both sap and red, is a little quiet. No. 2 and No. 3 common are doing well.

Of the other hardwoods, chestnut seems to be the most desirable commodity.

NASHVILLE.

Nashville, Tenn., June 24, 1902.

The market on all classes of lumber continues firm. The demand is very active and after all it seems to be only a matter of ability to fill orders. Poplar is high, and chestnut is scarce. Oak in the domestic and export markets is in strong call, but the local dealers and manufacturers have been so busy with the former class they have not worried particularly about the latter. The furniture factories, which have in some instances been holding back on orders thinking prices would go lower, have begun to give up hope on that idea and are sending in their orders. There is little lumber coming in and the river is getting lower.

NEW YORK.

New York, June 24, 1902.

It is a fact that strikes and strike talk is having some little effect on certain kinds of lumber, but it is not true that hardwoods are being in any way affected thereby. On the contrary, the conditions are eminently satisfactory, even with the demand no more than normal.

While there is no rush, stock moving along quietly, it must be stated as a general fact that prices are stiff on almost all grades, and that holders are stiff on their holdings, which they can afford to be, as they are not overloaded with stock.

There is always a summer lull, and the wise ones in the trade hold that a drop for about two months would not injure anyone, because many of the mills are sending in imperfectly dried stock. Com-

plaints of wet stock are frequent, and if there was a let-up in the demand it would give the millmen a chance to pile up stock and dry it out thoroughly.

Many of the poplar manufacturers, by the way, are proving wise in their day and generation and are keeping their stock on sticks long enough to dry it well. For firsts and seconds, \$41.50 to \$42.50 is the quotation, though some dealers are getting more for their stock.

Quartered oak is in fair supply, with prices firm, and the demand fair. This wood is rapidly becoming recognized as a staple article, and though \$62 to \$65 is the quoted figure for firsts and seconds, for good, desirable widths better figures are obtainable.

Ash and maple are in plentiful supply and chestnut is active. Plain oak is in fair demand, and \$37 to \$40 is the average price for inch stock.

MEMPHIS.

The shipments of lumber through Memphis have been especially heavy for the past week. Lumber in large quantities has been shipped from Mississippi and Alabama points to the North and Northwest. Several hundred carloads were handled through the city within the week, and the dealers all speak favorably of conditions.

The Memphis manufacturers are busy operating their mills, filling and refusing



A NEW CHANNELLING SET BLOCK.

orders, looking up timber and logs and keeping things moving in general.

The market gives every evidence of firmness. Eastern shipments have improved somewhat and the export demand is fair. Poplar, oak, cottonwood and cypress are all proving good sellers. Gum is having a widening and more urgent market.

BUFFALO.

If it was not for the big strike now on with the mining operatives, and the lesser strikes of different tradespeople, no fault could be found with the lumber outlook. These strikes seem to be the only drawback to business at the present time. Factories of all kinds are running full time with plenty of orders ahead. None of them are stocked up with more lumber than will answer for present needs, and the dealers and millmen have no very large stocks to draw from. A large number of the smaller mills throughout the country, who heretofore could be relied upon to furnish more or less lumber at such a time as this, are not running at all—and the larger mills which are running, are short on both logs and lumber. This is the situation in a general way, and it means without a doubt,

that prices will be upheld, if they do not go higher than they now are, for some time to come.

OPENING OF THE "ROYAL FRONTENAC" HOTEL.

The "Royal Frontenac" Hotel, the handsomest summer hotel in the North, will open its first season July 1, under the management of J. R. Hayes, the man who made Mackinaw Island famous, and C. A. Brant, formerly superintendent of the Union League Club, Chicago.

Music, dancing, boating, bathing, fishing, horse-back riding, golf, tennis and many other forms of entertainment will be provided. You will find Frankfort and the new hotel a most delightful place to spend your vacation.

ATKINS' CHANNELING SET BLOCK.

We are pleased to call attention to Atkins' channeling set block, illustrated herewith, manufactured by E. C. Atkins & Co., Indianapolis, Ind. It is used for setting and channeling the cutting teeth of cross-cut saws, thereby producing a more durable set and relieving the friction on the sides of the teeth. It is made from extra quality drop forged tool steel, and hardened and is positively unbreakable. The list price is \$6 per dozen, or sent postpaid at 60 cents per piece. The directions for use are as follows:

This set block can be used on a filing

bench or on any surface where you wish to set the saws. Set the teeth by a light blow over the apex, or high point of the bevel, then draw the tooth forward so that the body of the tooth is over the convex point of the set. Strike a light blow on the tooth over the point of the anvil, which will cause the tooth to spring down under the blow, producing a slight channel running lengthwise of the tooth. You will soon perceive the great advantage of this process in the cutting of the saw.

The Bodley Wagon Company purchased five acres and received as a gift fifteen acres of ground from the South Memphis Land Company, which gives them a location on the Horn Lake road between the Illinois Central and Yazoo & Mississippi Valley railroads. Negotiations for locating this plant were pending some five months. Their capital is practically about \$200,000, and they will employ 150 to 200 skilled men.

EXCURSION TO PORTLAND, ME.

The Wabash road will sell excursion tickets July 5 to 9, inclusive, from Chicago to Portland, Me., at \$21.50 for the round trip, via Niagara Falls; \$20.50, via Montreal. Return limit, August 15. For full information call at or address City Ticket Office, 97 Adams street, Chicago.

ONE OF THE LARGEST.

Within late years the hardwood lumber business has been assuming great proportions and big plants are becoming the order of the day. One of the largest plants of this kind in the country is now being erected at Vicksburg, Miss., by George T. Houston & Co. The frame work will be completed by July 1, and it is expected to have the machinery in and in operation by the first of November. The proposition is not only great in proportions but it is most complete as to details. The following description was furnished by Mr. Houston, which the Record representative secured as likely to be of interest to our readers: The saw mill building itself is 70 feet wide by 211 feet long, set on concrete piers, three stories high, with a tower extending 50 feet above the third floor, equipped with a powerful searchlight for watchman's service. The power house is 74 by 80 feet, built of brick, with iron roof, and the sorting shed covers an area of 32 by 202 feet. The equipment includes everything possible for prompt and efficient operation. The band mills are the Allis-Chalmers new pattern, having a 9-foot by 11½-inch wheel capable of splitting a log 50 inches in diameter. But to begin at the beginning, the logs will be taken from the log decks by two Kelly Kickers and handled by a crane from the car to the trough. They will be drawn from the water by a 1¼x10-inch round link chain, on which are specially designed cast-steel log chain brackets, having chilled rollers which run on an iron track, the power being derived from a 9x11-inch Beck twin engine feed. Steam niggers of the largest size will be used, and the two carriages will be fitted each with four 60-inch opening steel head blocks and knees, duplex dogs for quarter-sawing, fractional set works, friction receding works, automatic offsets, and will be operated by 12-inch direct acting steam feeds. In addition to the two band mills a resawing band mill is also provided. The edgers carry 24-inch saws, lever shift, and special variable feed works will enable these machines to edge cants 8 inches thick. The slab slasher is the overhead type, carrying fourteen 40-inch saws. The lumber that comes from the edger to be cut into special lengths for car material is transferred to two steam sawing cut-off saws; the regular stock will be transferred to a 14-saw automatic overhead trimmer and from there on line rolls to the lumber sorter.

The power plant consists of 1,000-horsepower Stirling water tube boilers, Dutch oven settings, 1,000-horsepower feed water heater and purifier, boiler feed pump and underwriters' fire pump, and 28x48-inch heavy duty Reynolds-Corliss engine, having a 20-foot by 50-inch flywheel.

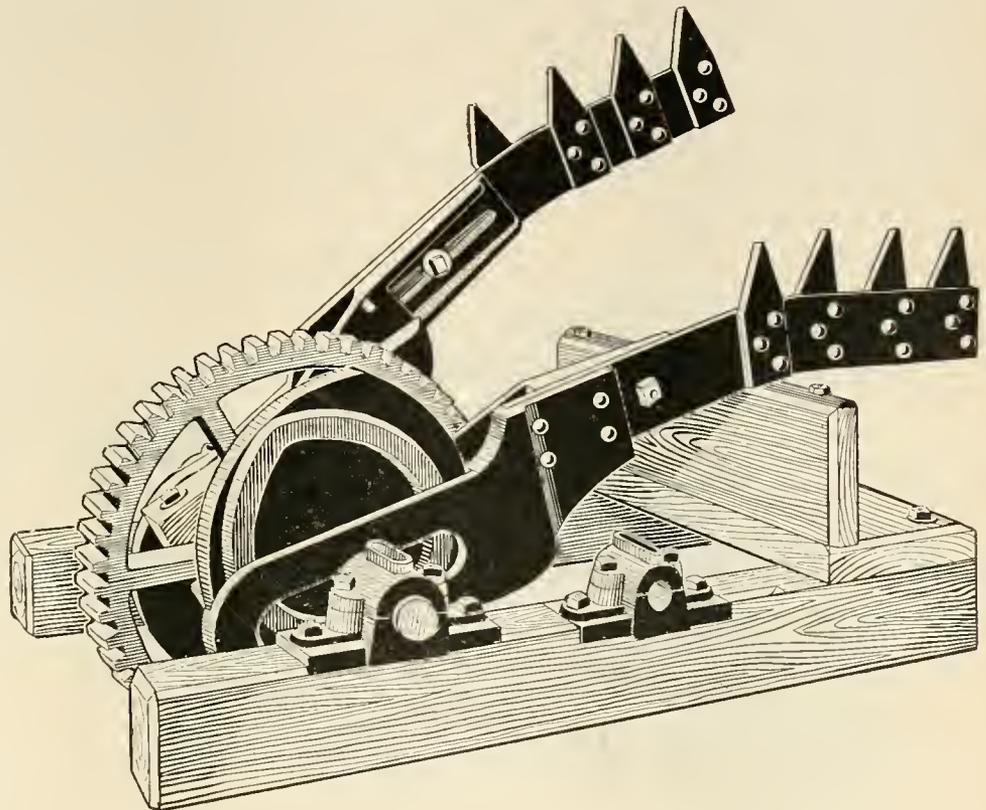
The site includes the old fair grounds property opposite the National Cemetery, with a mile of water frontage on Lake Centennial, in the city of Vicksburg, where

the company now has in operation one single band mill. The canal connecting Lake Centennial with the Mississippi and Yazoo rivers will be completed this coming fall, which makes a direct water course through the company's timberland amounting to 170,000 acres in Washington and Sharkey counties.

THE EDWARDS IMPROVED LOG TURNER.

The machine shown herewith is the Edwards log turner No. 2, which has just been completed and is now ready for the trade.

There has been a demand for a heavier machine from sections where the timber is very large, as in the Mississippi delta



and in the long leaf pine districts, where they saw up whole trees, and this machine has been built to fill just such needs. It is built strong in castings and steel shafting, and the lifting bars are 5x4-inch steel with drop forged steel teeth with a shoulder so the rivets cannot shear off in handling any log that can be sawed on a carriage.

The maker of this improved machine, B. W. Edwards of Laceyville, Pa., will be pleased to hear from those interested and to quote prices and send catalogue giving full particulars.

Three buildings of the Mengel Box Company plant, of Louisville, Ky., were destroyed by fire June 16. Mr. C. C. Mengel, president of the company, estimates the loss at from \$40,000 to \$50,000, fully covered by insurance. They will rebuild at once.

FORESTRY AND ITS POSSIBILITIES.

New Orleans Lumber Trade Journal.

There are certain kinds of timber the propagation of which might be undertaken from the seed and commercially matured in less than the years allotted to an adult person. But these woods are not many and any inclination to go extensively into that sort of culture is yet rather rare. There has been a good deal written and said about the application of advanced forestry methods by individual owners of standing timber. The Journal, however, doubts if much will ever be accomplished in the latter direction. The number of private or corporate interests extant to-day of a magnitude to justify the practical adoption of such methods is extremely

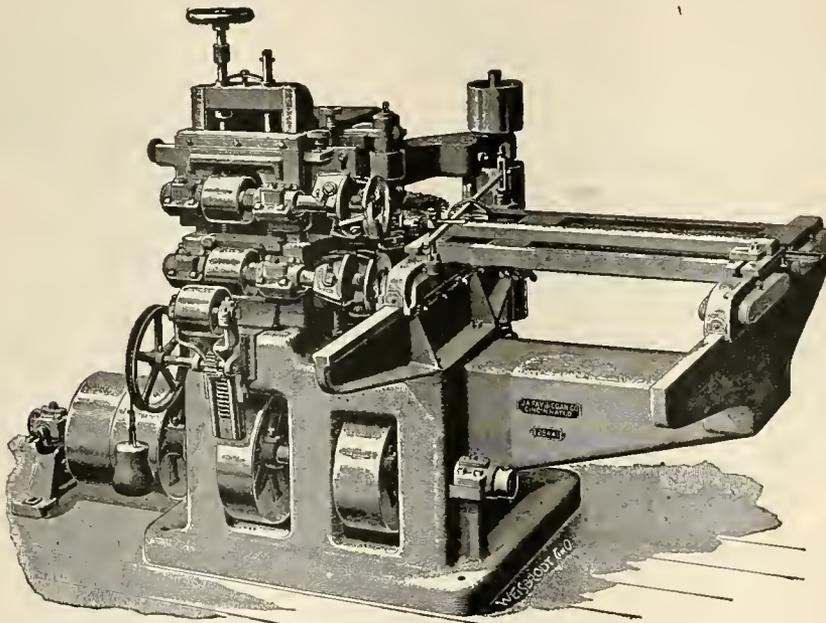
small. These methods, from the standpoint of the average timber owner engaged in its development, are not free from objection. To partly cut over timberlands means an abandonment of operations unless of sufficient magnitude to continue the development without interruption. In those cases necessitating such suspension or the abandonment or removal of mills, manufacturers will be apt to think twice before attempting to perpetuate their timber. As a business proposition, and it is likely to be regarded from no other standpoint, in every such case it remains for the individual to decide whether it will pay, with the issue probably but slightly depending upon considerations of posterity.

As a matter of fact, the most practicable and wholesome policy lies apparently in reforestation by states holding title to cut-over timberlands. As the Journal has before attempted to show, any advantages

pertaining to posterity do not appeal to the individual in a manner to justify any considerable sacrifice. In some, possibly all, of the cutover sections of the Northwest, the states have acquired title to large tracts by either tax forfeitures or gift and are in a position to do the handsome thing for posterity by the adoption of a vigorous replanting system. In this way nobody in particular will be consciously burdened and the plan is entirely feasible in all of the timbered sections of the country. The typical American is an eminently practical sort of chap, entirely willing as a taxpayer to bear any reasonable share in publicly providing for posterity, but he is pretty apt to balk in front of a proposition that puts posterity, so to speak, ahead.

A NEW DOUBLE TENONER.

We take pleasure in showing an entirely new tenoner, especially designed to meet the requirements of sash, door and blind makers, carpenters and builders, and all those doing work of that character.



NO. 12 NEW PATENT DOUBLE TENONER.

It has embodied in its construction features and conveniences for insuring perfection in doing the work for which it is intended, and we would call special attention to some of the most important.

1. It will make ordinary tenons and copes to advantage, and also double tenons, tenoning to 23 inches wide. The table is mounted on ways and has a fence slotted for angle work, with clamps for securely holding the material.

2. The cutter heads are adjustable either together or separately, each cutter head frame carrying a coping attachment, driven by a vertical countershaft.

3. A special feature on this tenoner is the slitting saw, adjustable vertically and horizontally, for dividing the tenons and making them double. The difference in width of slits between tenons is provided

by wobbling collars on spindles. Saws to 24 inches in diameter can be used, making a cut nine inches deep. A cutoff attachment can be used instead of the slitting saw, being interchangeable.

Other information concerning this new and improved machine will be furnished by writing to the makers, J. A. Fay & Egan Company of 414 to 434 West Front street, Cincinnati, Ohio, who will also send cuts showing it to advantage, and special terms. They have just brought a new combined and complete 450-page catalogue, showing this and every other machine they make, which they will be pleased to forward free to those interested who will write for same.

It is rumored that the large wagon factory of the Mitchell & Lewis Company of Racine, Wis., will be moved to Waukegan, Ill.

The manufacturing plants of Allen & Currey and the Snyder Wagon Com-

pany of Shreveport, La., were entirely destroyed by fire recently. The loss is estimated at over \$100,000.

The saw mill at Elcho, owned by the G. W. Jones Lumber Company of Appleton, Wis., was burned June 16. Mr. Jones reports a total loss of the plant, being upwards of \$12,000, fully insured.

Fire damaged the big axe handle factory of the Turner, Day & Woolworth Company of Louisville, Ky., on June 18. The loss is estimated at \$75,000.

The Roy Lumber Co., of Nicholasville, Ky., are at work rebuilding their saw mill building which was recently destroyed by fire. When completed they will have a modern up-to-date plant.

FOR SALE—SECOND-HAND WOOD WORKING MACHINERY.

The following machines are offered at special terms, thoroughly tested and tried here before shipping. Others will be found in our new complete list, which we will be pleased to send, and also quote lowest prices:

147 One London, Berry & Orton Vertical Cutting-Off Saw, for timbers, table 36x15½ in. and swivels to an angle of 30 degrees, can use saw 24 in. in diameter, will cut off 15 in. wide by 5½ in. thick, arbor adjusts vertically and automatic adjustment to saw arbor, one saw and c. s.

210 One L. Power & Co. Mitre Saw, designed to accomplish perfect and accurate work in every variety of mitre cutting and especially for gilt and enameled moldings, will cut from the smallest moldings up to 8 in. square, saw 20 in. in diameter and has vertical adjustment by screw and hand wheel, sliding table on rollers, with c. s.

699 One London, Berry & Orton Carriage Cut-Off Saw and countershaft.

915 One J. A. Fay & Co. Special Roller Carriage Cut-Off Saw, to cut off 5 feet square, wood sliding table 10 feet long, complete with saw blade and countershaft. Machine well adapted to box work.

One J. A. Fay & Co. Extra Large Duplex Patent Planing, Matching and Beading Machine, with two short upper cylinders to plane two sides up to 7 in. thick and match up to 8 in. wide on two pieces of flooring of unequal thickness simultaneously, feed rolls 7 in. diameter, four side slotted steel cylinders with 2¼-in. journals, matcher spindles 1½-in. diameter, complete with knives, matcher heads and bits.

703 One Doncaster 8-in. Molding Machine, to work three sides, with one two-sided 8-in. solid upper head, fitted with straight knives, and with pair of two wing molding heads for side spindles.

921 One J. A. Fay & Co. No. 2 Three-sided 6-in. Molder, outside bearing to main head, two driven rolls, complete with set of straight knives on each head and countershaft on the machine.

1121 One Fay D Universal Woodworker and 8-inch Molder, complete.

J. A. FAY & EGAN CO.,

414-434 W. Front St.,

Cincinnati, Ohio

SPOT CASH I want a large quantity of 1st and 2nds and common plain and quartered oak.
H. E. CHRISTIAN,
INDIANAPOLIS, IND.

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FOR HARDWOOD LUMBERMEN

—AT—

\$1.25, Carriage Prepaid.

Send your orders to the
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CASH PAID FOR LUMBER SEND LIST.

PAUL SCHMECHEL,

1201 Monadnock Bldg. CHICAGO.

IF you want cash for your lumber, write

M. ROEDER,

1440 Roscoe St., CHICAGO.

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C. H. BARNABY,

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WHITE OAK A SPECIALTY.

GREENCASTLE, INDIANA.

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OR NONE.

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WE ARE CASH BUYERS

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Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

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Wholesale Manufacturers of

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Mills at { Memphis, Tenn.
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SPECIALTY: QUARTERED
THIN WHITE OAK.

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WILL PAY CASH for dry stock or contract for green.**

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- Three times - 30 cents per line.
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Eight words make a line.
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 Copy of paper free with each insertion.
 Send in your copy and we will mail you the bill.
 If you have a special lot of lumber for sale, or want to buy a special bill of lumber.
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 Give our Wanted and For Sale Columns a trial.

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As lumber inspector and buyer. Open for engagement at once.

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 Three Oaks, Mich.

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1 1/4 inch Common and Select Poplar, any length.
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 1 inch and 1 1/4 inch Basswood.

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Five cars 1 1/2-inch sound wormy Chestnut.

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Two cars 1-inch sound wormy chestnut.
 One car 1 1/2-inch sound wormy chestnut.
 One car 1-inch common quartered sycamore.

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FOR SALE—SHIPPING DRY.

300,000 feet 1-inch log run Gum.
 50,000 feet 1-inch plain White and Red Oak, shipping cull, common and first and second.
 40,000 feet 1-inch log run Soft Elm.
 30,000 feet 1 and 1 1/2-inch log run Ash.
 30,000 feet 1-inch log run Sycamore.

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FOR SALE—THICK MAPLE.

80,000 feet 4-inch first and seconds Maple at the market price; 2 1/2 years dry. Parties wishing to buy please correspond with us.

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WANTED.

Whitewood squares, 5x5 to 10x10, 1st and 2d and common.
 Chestnut, 1st and 2d and common, 1 to 2 inch thick.
 White Oak, 1 1/2 and 1 3/4 inch.

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You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

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Several cars 1-inch Butternut, good log run or rejects and shipping culls.

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20,000 ft. 2-1a. 1st and 2d Dry Qtd. White Oak at \$52.00
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The above prices are F. O. B. cars, Louisville, Ky.
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Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter-sawn.

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All kinds of logs and lumber. Payment by New York bankers.

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200 M feet 28-inch and up White Oak logs.
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300,000 feet 1-inch dry reject Michigan brown ash.

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Quartered and plain White and Red Oak, Ash, Hickory and Walnut.

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WALNUT GUN STOCKS, ALL SIZES.
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30 to 40 feet long. White or Burr Oak.
WRITE US.
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One car 2-in. poplar, 1s and 2s, 18 in. and over wide.
 One car 1 1/2-in. poplar, 1s and 2s, 18 in. and over wide.
 One car 1 1/4-in. poplar, 1s and 2s, 21 in. and over wide.
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 All dry.

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400 M 1-inch dry Michigan Soft Elm, fine stock, shipping cull and better, or on National Inspection grades; rail or water shipment.

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One oak roll top desk.
 One walnut roll top desk.
 One walnut filing case.
 One safe.
 Half dozen office chairs.

Address L. M. C.,
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40-H. P. Circular Mill, complete with 400,000 feet of Oak, Hickory, Gum and other timber.

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One double standard Dry Kiln, which we think as good as any, in good order; has been taken down carefully and stored. All the necessary pipes for a double kiln, each 18x75 feet as it stood. Will deliver F. O. B. cars, either single or double with complement of rail and truck irons. Address

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One 24x30 engine with balance valve and 15 foot band fly wheel.

One 16x24 box bed plain slide valve engine.
 One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.

One No. 7 heavy duty Knowles fire pump.
 One Rich gang sharpener
 Lot of wood pulleys with iron flanges.

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8,000 acres of fine land estimated at 2,500 feet oak, 3,000 feet yellow pine, 1,500 feet hickory, per acre, situated on Pearl River, Mississippi.

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Ten million feet virgin oak and ash stumpage, 70 miles south of Memphis on I. C. R. R. Write to

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One heavy, double circular mill, 75 H. P.; two swing cut-off saws, one self-feed rip and one band saw, one eight gauge lathe, one dowel machine, one edger.

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Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new. In the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 9x10; two 56-inch, 8x10; one 54-inch, 9x10; one 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

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 PITTSBURG, PA.
 Buyers and Sellers of **HARDWOODS**
 We need one-half million 1-inch by 2 to 5-Inch 8 and 16 feet Mill Culls, resawed. Write us.

Quinnesec Log and Lumber Co.
 Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)
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*If you want to buy or sell anything in hardwoods write **American Lumber & Mfg. Co.,** Pittsburg, Pa.*

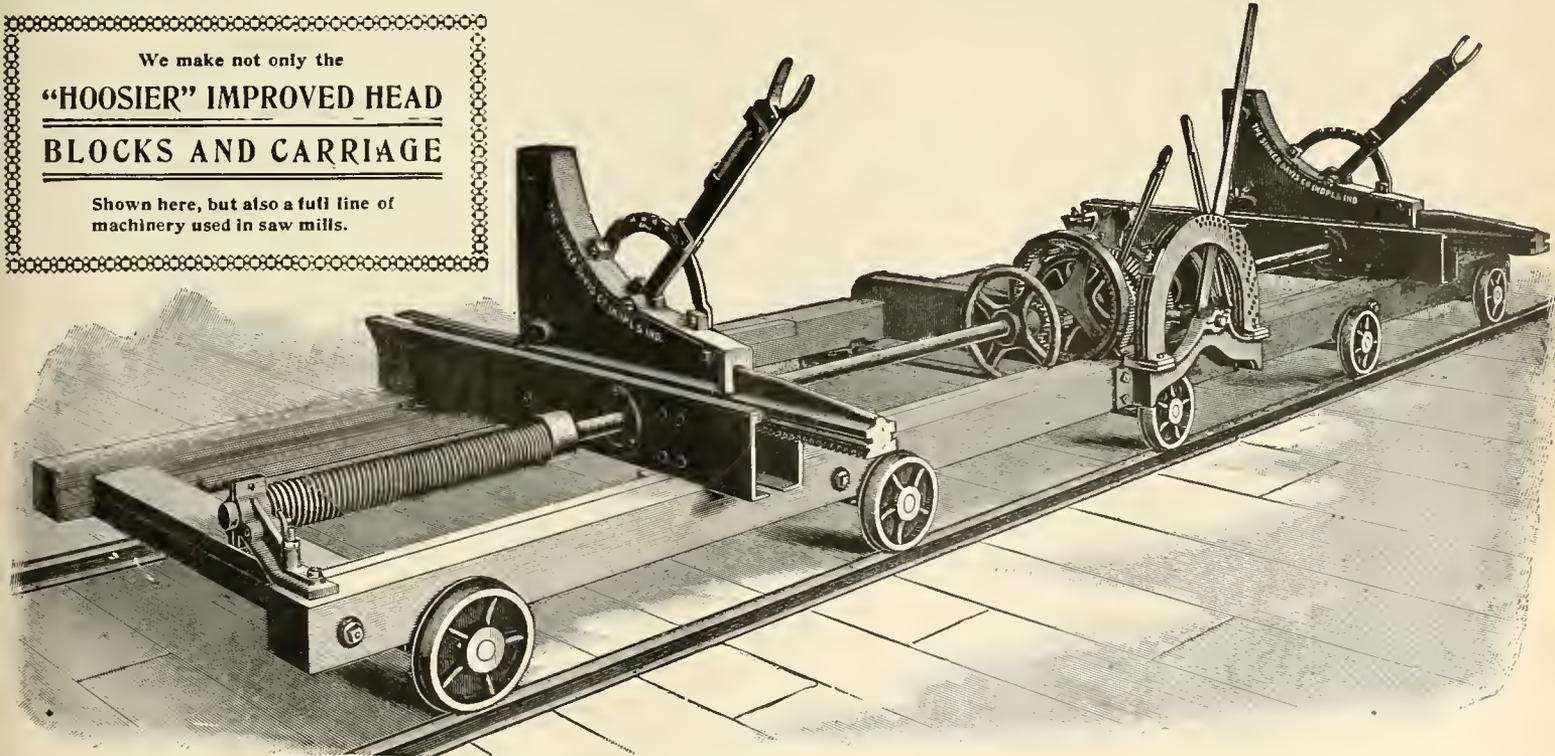
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 I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

WANTED WHITE ASH and QUARTERED OAK.
 We will pay highest market price for above stock, 1 to 4 inch thick.
LAWRENCE & WIGGIN,
 55 KILBY STREET, BOSTON, MASS.

FOR SALE
Wisconsin Hardwoods
 1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
 1 Inch Log Run Black Ash.
 1 and 1 1/4 Inch Log Run Soft Elm
 Write for Prices on Above Items, also all Other Wisconsin Hardwoods.
 MILL AT FENWOOD, WIS.
FENWOOD LUMBER CO.
 WAUSAU, WIS.

THE SINKER-DAVIS COMPANY,

We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE
 Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

INDIANAPOLIS, IND.

FOR SALE—Dry Indiana Hardwoods.

**CAN YOU USE ANY OF THE FOLLOWING ITEMS?
ALL ON STICKS, WELL MANUFACTURED AND DRY.**

Quartered White Oak.

15,000 " 1½-in. firsts and seconds.
10,000 " 2 " firsts and seconds.
15,000 " 1x4 and 4½-inch strips.
20,000 " 1-inch cull.
10,000 " 1 " cull strips.

Plain White Oak.

10,000 feet 1-inch firsts and seconds.
20,000 " 1½ " firsts and seconds.
20,000 " 1 " common.
5,000 " 1½ " common.
25,000 " 1 " cull.

Elm.

5,000 " 1½ " firsts and seconds.
25,000 " 1½ " firsts and seconds and common.
10,000 " 2 " firsts and seconds and common.

Quartered Red Oak.

5,000 feet 1-inch firsts and seconds.
12,000 " 1 " common.
5,000 " 1 " strips.

Plain Red Oak.

125,000 feet 1-inch firsts and seconds.
60,000 " 1½ " firsts and seconds.
20,000 " 1½ " firsts and seconds.
150,000 " 1 " common.

Walnut.

7,000 feet 1-inch firsts and seconds.
20,000 " 1 " common.
10,000 " 1½ " common.
5,000 " 1½ " cull.
5,000 " 1½ " cull.

Plain Sycamore.

3,000 feet 1-inch firsts and seconds.

Soft Maple.

15,000 feet 1-inch.

Ash.

5,000 feet 1-inch firsts and seconds.
30,000 " 1 " common.
20,000 " 1½ " common.
9,000 " 2 " common.
5,000 " 3 " common.
3,000 " 2½ " firsts and seconds.
4,000 " 4 " firsts and seconds.

Sugar.

20,000 feet 1-inch common and cull.
10,000 " 1½ " log run.
10,000 " 2 " log run.

Cherry.

2,000 feet 1-inch cull.
3,000 " 1½, 1½ and 2-inch cull.
15,000 " 1 and 1½-inch common.

Hackberry.

2,000 feet 1-inch firsts and seconds.
5,000 " common and firsts and seconds.
4,000 " common and cull.

We have our own band mills at Richmond, Indiana, and our specialty is making quartered oak of the finest figure.

We also carry a complete assortment at our branch yard at Evansville, Ind.

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Always in Stock.

Our Specialty.

OAK TIMBER

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up to 60 feet long

CUT TO ORDER.

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TRAVERSE CITY, MICH.

MICHIGAN LUMBER AND SHINGLES

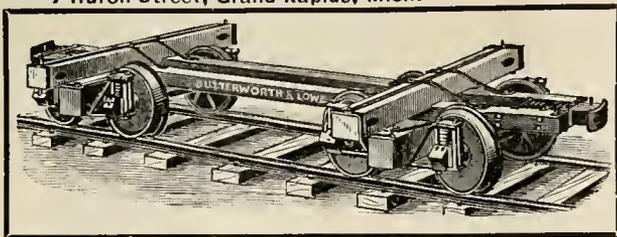
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MAPLE, ASH, ELM,
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CHERRY, BIRCH, OAK,
BEECH, HEMLOCK,
CEDAR SHINGLES, CEDAR POSTS,
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SHOVEL HANDLE LUMBER.

500,000 Feet 13/4-inch x 5-inch and wider, run of Log.

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From one to five days' time saved in the receiving and shipping of your products.

This is worth looking into.

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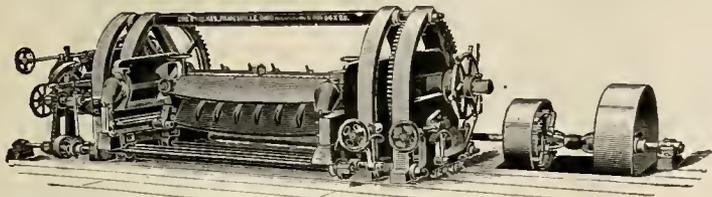
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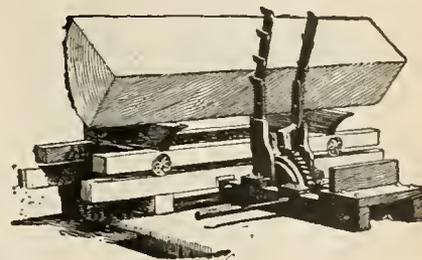


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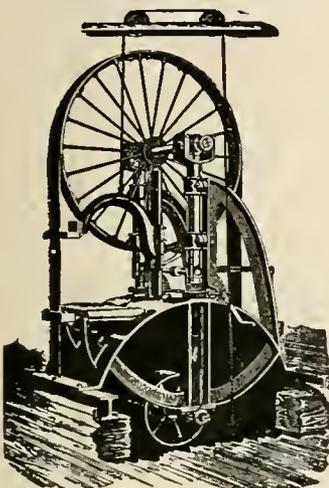
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Portable Band Sawmill.



This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

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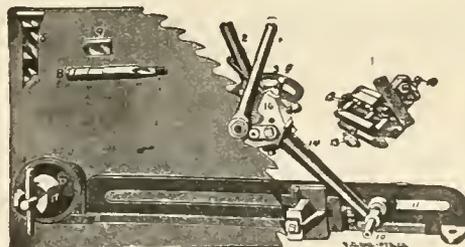
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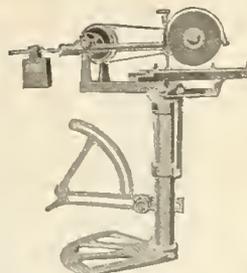
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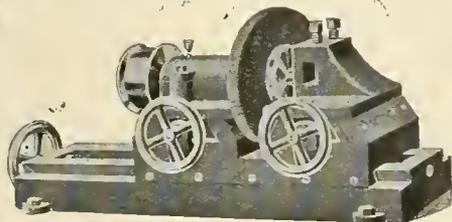


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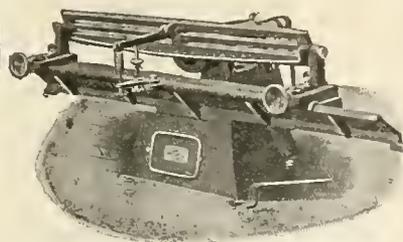
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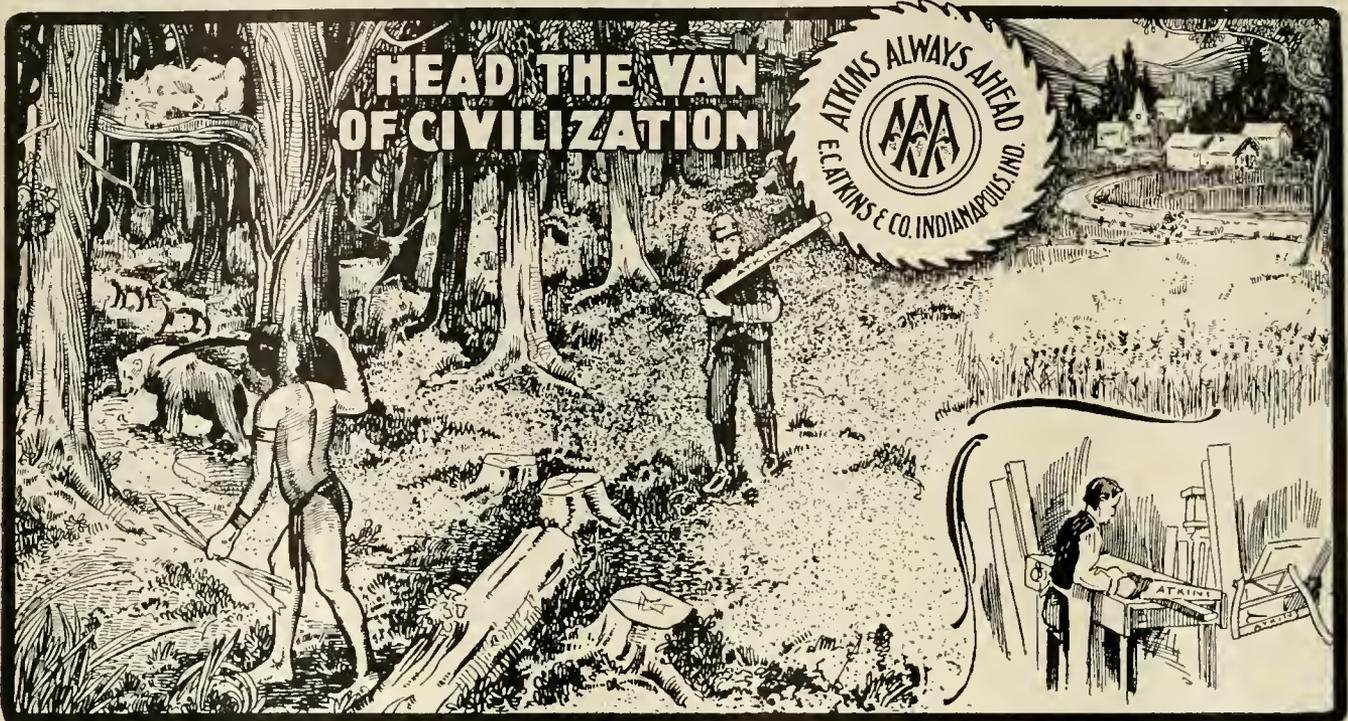
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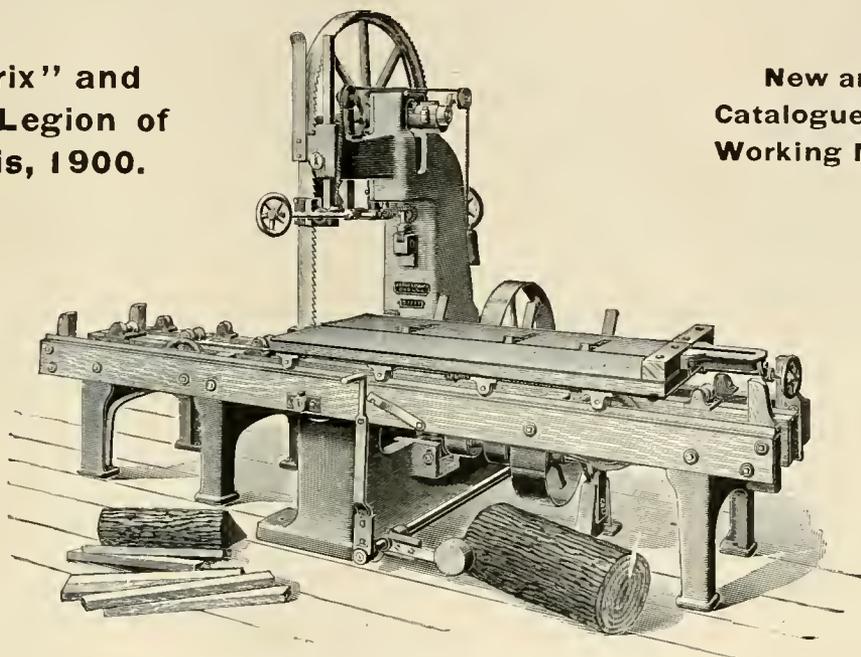
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This is an innovation in Band Saw Machinery ; is, in fact, the only kind of this class ever built.

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Vol. XIV.

CHICAGO, JULY 12, 1902.

No. 7.

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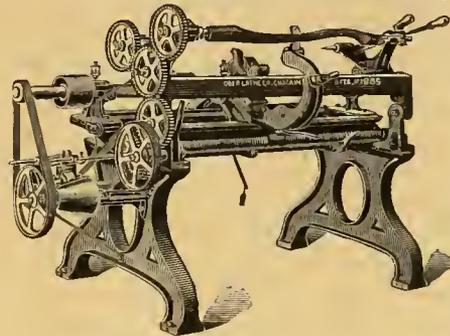
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Two cars 1-inch common plain Red Oak.

One car 1-inch common quartered White Oak, Tennessee stock will do.

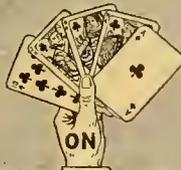
Four cars 1-inch quartered White Oak, two of them to be Arkansas or Mississippi stock.

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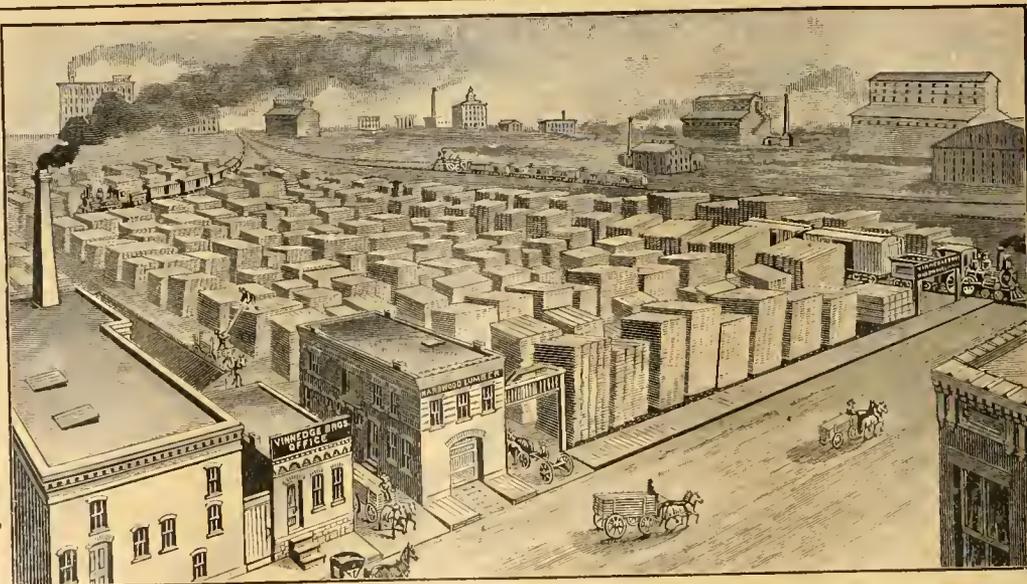
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- MAPLE,
- YELLOW PINE,
- SOFT ELM,
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- BIRCH,
- BUTTERNUT,
- COTTONWOOD,
- HICKORY AXLES AND
- WHITE OAK WAGON STOCK.



Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.
Will send representative to look stock over and negotiate deal if quantity of lumber and offer will justify.

OFFICE AND YARD: Division and North Branch Streets, CHICAGO.

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OAK, ASH, POPLAR, COTTONWOOD

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MANUFACTURERS AND EXPORTERS BLACK WALNUT LUMBER EXCLUSIVELY.

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Ample Stock from 3/8-inch up to 4-inches thick in all grades.

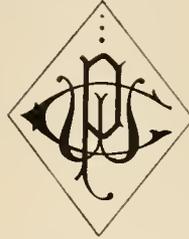
Annual Capacity, 7,000,000 feet.

Write or wire us when the subject is Walnut. It will pay you.

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OUR PRESENT WANTS:
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Ash, Yellow Pine Finish, Cottonwood
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WE BUY FOR CASH AND INSPECT AT MILL.

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WANTED: } **CHERRY, OAK, CYPRESS,
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Or anything you have for sale in hardwoods.

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FRED. D. SMITH.**F. R. CRANE & CO.**

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Office and Yards, 440-462 No. Branch Street, Chicago.

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DAILY FROM CHICAGO
TO ALL FLORIDA AND
GULF COAST RESORTS**Chicago &
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 I have a steady trade for the above in all grades and thicknesses.
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**WE ARE ESPECIALLY IN NEED OF
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 Desire to contract with responsible manufacturers for large blocks of
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WE MAKE A SPECIALTY OF PLAIN AND
QUARTER SAWED OAKS.

WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
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We have issued our July, 1902, Book.

It contains over 50,000 names of
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The first special agency to recognize the Hardwood Trade.

Send for our July book. We pay the charges.
If it is not what you want return it.

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703 Ft. Dearborn Building, Chicago.

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WHOLESALE LUMBER DEALERS**

No. 8 West Court St., MEMPHIS, TENN.

WRITE US WHEN YOU WANT

Oak, Ash, Poplar, Cottonwood and Gum.

BLANTON-THURMAN LUMBER CO.

DEALERS EXCLUSIVELY IN
YELLOW MISSISSIPPI CYPRESS.

ALL THICKNESSES AND GRADES.

PROMPT SHIPMENTS.

SEND US YOUR INQUIRIES,

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THIN STOCK A SPECIALTY.

Lumberman's Standard Code
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A Million Feet White Cane Ash
ALL THICKNESSES—DRY.

A Big Lot of Plain Red Oak,

And all other kinds of **Southern Hardwoods**

**IN
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AND
FOR
SALE.**

WRITE US.

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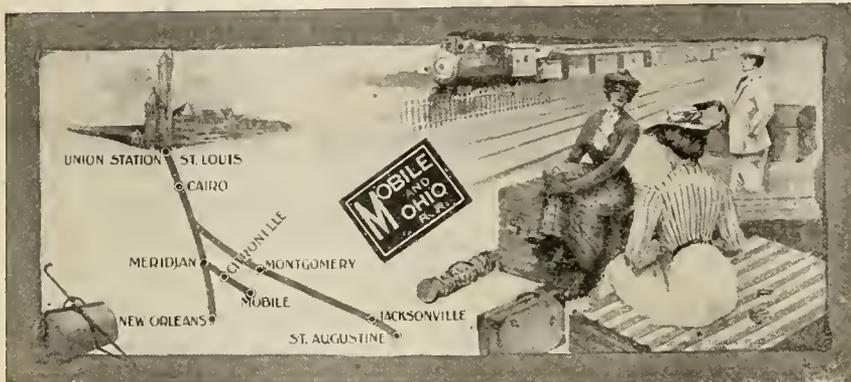
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It is a handsome booklet of forty-eight pages, containing two
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Gives list of hotels and boarding houses; rates by day and
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50 000 ft. each 1 inch Shipping Cull and Common Blrch.

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1 inch, 1 1/4 inch, 1 1/2 inch and 2 inch Log Run Soft Elm.

1 inch, 1 1/4 inch and 2 inch Log Run Rock Elm.

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1 inch Shipping Cull Basswood.

1 inch and 2 inch White Oak.

1 inch and 2 inch Red Oak.

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DOMESTIC. EXPORT.

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RED OAK, Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers.
WHITE OAK, Spokes: Club Turned Oak and Hickory.
ASH. Ceiling, Flooring, Etc.

CYPRESS,
SOFT ELM. Choice Export Stock. Bed Slats, Bed Posts, Curtain Pole Stock.

Our Specialty:
RED GUM, Air Dried or Kiln Dried. All Grades, Dressed or Rough.

\$15

Is all it will cost you to list your stock or your wants in hardwood lumber in this space for three months.

Someone has the very stock you are wanting.
Or someone is anxious to sell what you particularly need.

GIVE IT A TRIAL.

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1 Car 1 1/4 inch shipping cull Chestnut. (Sound wormy in.)
1/2 Car 1 1/2 inch shipping cull Chestnut. (Sound wormy in.)
2 Cars 2 inch common quartered Red Oak.
2 Cars 1 1/2 inch 1st and 2nd quartered White Oak.
20 Cars 1 inch shipping cull Poplar.

All of this stock is absolutely bone dry. We are manufacturing daily, and have now on sticks 8,000,000 feet of Southern hardwoods.

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Louisville
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KENTUCKY, TENNESSEE, ALABAMA, MISSISSIPPI, FLORIDA,
—WHERE—
Farmers, Fruit Growers,
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and Money Lenders

will find the greatest chances in the United States to make "big money" by reason of the abundance and cheapness of

Land and Farms,
Timber and Stone,
Iron and Coal,
Labor—Everything!

Free sites, financial assistance, and freedom from taxation for the manufacturer.

Land and farms at \$1.00 per acre and upwards, and 500,000 acres in West Florida that can be taken gratis under the U. S. Homestead Laws.

Stock raising in the Gulf Coast District will make enormous profits.

Half Fare Excursions the First and Third Tuesdays of each Month.

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 1, 1 1/4, 2 and 3 inch No. 3 common Hard Maple.

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1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
 1 Inch Log Run Black Ash.
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Write for Prices on Above Items, also all Other Wisconsin Hardwoods.

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**BEST HARDWOOD
 DRIER ON EARTH.**

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
 AND CAN DO THE SAME FOR YOU.

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THE NATIONAL DRY KILN CO., Indianapolis, Ind.
 GENTLEMEN:—Enclosed you will find our check for balance due on contract and desire to say that we are MORE THAN PLEASED with the HARDWOOD driers.
 They work fine with exhaust steam and our Oak comes out in first-class condition. We consider the "National" A 1 in every respect and you are at liberty to use our name as reference.
 Yours truly,
 W. A. GARNO CO.
 By W. A. Garno Pres't.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

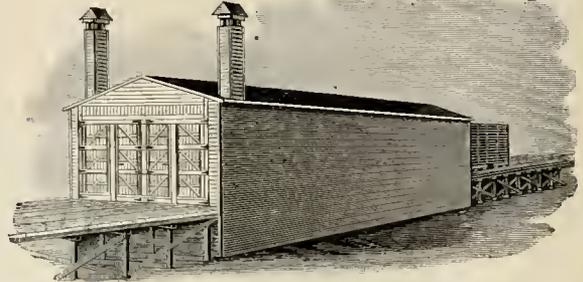
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THE DRY KILN FOR HARDWOODS

has got to be a kiln you can trust and be sure of all the time. Don't take any chances. Buy the Dry Kiln that has invariably proven successful in perfect drying of hardwoods. Investigate the record of

THE STANDARD DRY KILN.



THE MOIST AIR SYSTEM OF "THE STANDARD"

is particularly adapted to the drying of fine lumber. It doesn't spoil any of your stock. It seasons it thoroughly; takes every drop of moisture out of the wood; leaves it dry. No checking, no hollow-horning, no case-hardening. We guarantee this

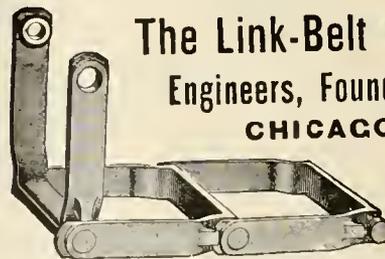
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Send for New
 Illustrated Catalogue.
 No. 28-D.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, JULY 12, 1902.

No. 7

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

—BY—

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

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SECOND-CLASS MATTER.

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ADVERTISING INDEX ON PAGE 25.

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

THE BUSINESS SITUATION.

There are some new features in the business situation this week, chief of which is the advance in interest rates due to the great demand for money in the West and Northwest. We can usually determine the consideration being given any subject by the public, from the position which the daily papers give to an account of that subject. When consideration of a subject reaches such importance that the great dailies give it a position on the front page, it is a pretty good indication of its importance. The subject of the increased demand for money by the West has reached that stage and it is, therefore, worthy of consideration by all business men.

A late issue of the Chicago Tribune contains an article on the subject, giving it a prominent position on the front page, containing, among other things, interviews with the leading bankers as to the cause of this unusual demand for money, and those bankers, without exception, are unable to account or profess to be unable to account for it. It is still two months, they say, before the usual demand for funds for the purpose of moving the crops, and the fact that the western banks are drawing on the eastern banks for funds deposited with them is causing the bankers great surprise.

It would seem that men who make a study of finance would at least be sufficiently well posted as to conditions that such a large and general movement would not come as a complete surprise, but it is a fact, as we have observed it, that bankers as a class see less distance into the future than almost anybody else.

It seems to us that the movement of money to the West is a very natural movement, one to be expected and not at all difficult to account for. The West is not drawing its money from the East because it wishes to bury it, or burn it, or do anything with it except to spend it. That is what an individual usually wants with money when he draws it from a bank, and that is what the West, as a whole, wants with its money at this time.

After people experience such a panic as that of 1893 and drag through the business depression naturally following, it renders them very economical for a period, and when good times return and prosperity rolls in upon them, their first and most natural impulse is to hoard every dollar they possibly can. After a number of years of prosperity, however, when their accumulations become very large and their

confidence in the situation very strong, they naturally look around for further investments, and plan improvements to add to their comfort in living or to increase the capacity of their business.

It is almost impossible to realize the tremendous prosperity which has come to the farmers of the West and Middle West during the past few years. Prices on cattle and hogs in Chicago have been above 6 cents for about two years, and both cattle and hogs are selling at 8 cents in Chicago to-day. These prices are as against 4 cents or thereabouts which was the prevailing price for a number of years previous. Corn is to-day selling in Chicago at from 85 to 90 cents a bushel. This price is due, to some extent, to manipulation, but December corn, which means the new crop, is selling around 50 cents a bushel, which is nearly 100 per cent advance over the prices prevailing for a number of years previous to the last two years. The price on oats is also increased in about the same proportion. Wheat is the only item on the list which has not made a material advance. These great increases in price, accompanied by large crops, has made the West rich, and it is beginning to swell out its chest and spend its money. The fact that it is calling for its funds doesn't indicate any lack of confidence in the situation, but exactly the reverse. The West has grown rich, especially the farmers, and they want new houses, new barns, new carriages, new pianos, etc. They also want telephones in their houses, trolley cars to pass their doors and so on. They have the money to build and pay for them and if the people down East have been using this money to speculate with, to organize trusts, etc., and they are embarrassed because the farmer wants it, the farmer is sorry, of course, but it is his money.

The great increase in the deposits in the New York and Boston banks and, in fact, in all the other banks in the country, has come from the farmers, and it belongs to the farmers, which is a condition somewhat new in this country, but it seems that almost any close student of conditions would have known this and would not have been surprised when they asked for their money.

One of the best barometers as to conditions in the farming districts is the business of the big mail order houses, such as Montgomery-Ward's and Sears-Roebuck & Co.'s of Chicago. This is usually their dull season, as they deal almost entirely

direct with the farmers and do not expect a great volume of business during harvest time, the farmers usually being short of cash at this season and deferring their purchases until they obtain returns from their new crop. Both of these houses report an unprecedented business, not only for this season, but for any season, which indicates that the farmers do not need to wait until after harvest to make their cash purchases.

We consider the business situation as thoroughly sound at the present time as it has ever been. The demand for goods in all lines continues strong, with the difference, compared with last year, that supplies are more ample and in some lines prices are slightly lower. As stated in our last issue some slight reaction in prices was to be expected, as they cannot continue to advance indefinitely, nor is it desirable that they should. Prices in a number of lines are higher than conditions seem to warrant and a reaction will not be an unmixed evil.

The lumber business is following the general tendency of trade and in some lines there has been a slight decline from the high prices of the past six months, but nothing of any material consequence. This is a period when a slight let-up in demand is to be expected.

Yellow pine is considerably lower than it was a few months ago, but in almost all lines of hardwood the prices are well maintained.

In poplar the fact that the poplar association is strong and has advanced prices sharply has tended to check business to some extent. Whether the trade will become accustomed to the new prices and accept them remains to be seen. The offerings of plain oak are becoming more plentiful and prices somewhat easier. Quarter-sawed oak retains its strong position. In northern woods the entire line is strong, at a reasonable advance over prices of a year ago.

Taken altogether the general business situation is such as to warrant nothing but confidence, but as stated in previous issues, the market will probably not be an advancing market and it is a good time for conservative action.

THE NEW RULES.

We have received copies of the newly revised inspection rules of the National Hardwood Lumber Association and have given them careful consideration. They are issued in a neat and serviceable pamphlet, containing, in addition to the rules, the plan of the inspection bureau, list of members, officers and standing committees.

The rules themselves have been revised in a most thorough manner, the form and phraseology made consistent throughout, and in our opinion are as near perfection as they can be brought, both in form and substance. Each rule is complete in itself

and is so clear and plain that it would seem that the dullest inspector should be able to understand them.

In our opinion this set of rules is a finality, and we predict that there will never again be a general revision of the inspection rules of the National Hardwood Lumber Association. Slight changes will be made from time to time, in the matter of securing greater definiteness, but the grades themselves will not be tampered with to any extent, nor should they be. Practical lumbermen devised these rules with only one object in view, that of making them conform to the custom of the trade, and they should not be changed. It really does not matter so much what grade the rules make, as the price will adjust itself to the rules. It was much easier, however, to change the rules to fit the custom than to change the custom to fit the rules, and now that this has been done and the rules have been made so explicit and easily understood, they should be let alone.

There will undoubtedly be much criticism of the rules on the part of the buyers of lumber, because of the grade produced being so low, but such criticism is not, we believe, generally justified. The trade had gotten into a foolish way of making rules far above the practice in inspecting lumber. They were above the people's heads and 90 per cent of the business of the country was done on a much lower plane. These rules are made to do business upon. They will produce as good grades as most people make. They fairly represent the prevailing custom of the trade, and are such that the buyers and sellers may all unite upon without making any considerable change in any instance.

They represent four years of hard work on the part of the National Hardwood Lumber Association to bring the trade together on a set of rules that would cover the entire hardwood territory. How much work and thought has been put upon them only those who have been actively engaged in the work of bringing them to their present form can understand. There is not a sentence, phrase or clause but has been most thoroughly discussed and considered, time after time, by men as practical as any in the trade. They have been formulated in a spirit of perfect fairness, the only motive being to produce a set of rules upon which the trade could unite and do business.

The work of the National association as embodied in these rules has been a great work, the most important ever undertaken by any lumber association in the hardwood trade. When that association was organized there were at least a dozen sets of hardwood inspection rules in the United States, not one of which came anywhere near representing the actual grading upon which business was done. The consequence was that no one sold on rules, except he was compelled to do so, and when he was so compelled, he invariably got

the worst of it. Such conditions left the way open for all kinds of sharp practices, and were a premium on rascality.

Of all the dozen sets of rules there was no disinterested application or interpretation. The shipper who was caught where he had to sell on those rules took what he could get and made the best of it. Under such conditions the hardwood trade had grown to be almost disreputable. The hardwood lumbermen were not considered as being in the class with other lumbermen and were in most cases looked upon as belonging to one of two classes, either the sharper or his victim, a knave or a fool.

The root of all the evil lay in the unsatisfactory conditions of hardwood inspection and the good men of the trade, those who wished to see the business made legitimate, set to work to correct the inspection evils, feeling that once the inspection of hardwood lumber was placed upon a reliable and uniform basis, all other abuses would correct themselves. How hard these men worked to overcome the prejudices and animosities which had been growing stronger and more bitter for a quarter of a century, very few men in the trade appreciate. That they have done so well is a matter of congratulation.

The Hardwood Record takes a personal pride in this little pamphlet. From the moment the work was undertaken until the present time it has been its only consistent supporter among the lumber papers. Through good and evil repute, through sunshine and shadow, through discouragement and what at times looked like defeat, it has steadily and strongly supported the National Hardwood Lumber Association. Its motives have been misunderstood and it has lost much business it might have had by pursuing a more vacillating policy, but through it all the Hardwood Record has never wavered. It has always believed that by promoting uniform inspection it was doing the best thing that could be done for the hardwood trade and such influence as it had has been used steadily in that direction. What the value of its unwavering support has been to the movement is for others to say. However that may be, we consider the work practically done and we turn the pages of the little pamphlet with serene content.

We say that we consider the work practically completed, not because the rules are in general use as yet, but because the balance is only a question of time. The rules speak for themselves and such opposition as still exists to the National Hardwood Lumber Association will certainly fall to the ground, because it has no basis in truth or justice. There are those among the buyers who will declare that the rules are the rules of the manufacturers of lumber, and there are those among the manufacturers who maintain that they are the rules of the buyers of lumber, but such criticism is the best evidence in the

world that the rules are what they should be. The secretary informs us that he has received several resignations since the rules were published, about equally divided between those who consider the rules to severe and those who consider them too lax. If the criticisms were all on one side there would more than likely be justice in them, but as the criticism is about equally divided it indicates that the rules strike a happy medium.

The critics may talk and argue, but the rules can stand it.

Long life and prosperity to uniform inspection.

CHANGE FOR THE BETTER.

A visit to a rich agricultural country such as one finds in northern Illinois shows a visitor that there has been a vast change in the life of the farmer during the past twenty-five years. It used to be that the life of the farmer was a hard and lonesome life. To-day it seems the finest and most desirable life in the world. The last few years have brought enormous prosperity to the agricultural districts, and have also brought many things which the farmer may buy with his increased earnings. The luxuries of life and the power to purchase them have come to the farmers at the same time.

The wealthy farmer, and any thrifty man owning as much as a hundred acres of fertile soil throughout the corn belt, is wealthy, may have practically all that a city man of equal means has, and many things which the city man cannot get. Through all that region to which we refer nearly every residence is connected with nearly every other residence in the county, and with the stores and offices of the smaller cities by telephone. If a farmer's wife's clock stops nowadays, she doesn't need to go out and look at the sun and make a guess; she simply calls up the nearest telegraph office and gets corrected standard time. If a farmer wants to order repairs for a broken machine or if the doctor be needed in a hurry, he simply steps to the telephone and gets immediate action.

It used to be that the only time a farmer's wife had a chance to gossip with the neighbors was at "meeting" on Sunday; now she may sit down to the telephone any hour in the day, call up anybody in the county and exchange that gossip which is a large item in a woman's life.

Or if there is a theater in a county town, where a good play is to be presented on a certain night, anyone in the farmer's household may call up the box office by telephone and have seats reserved, board the trolley car at 7:00 or 7:30 p. m., attend the theater and be at home again before midnight.

The old time when a farmer did all his work by main strength and awkwardness has gone by. He does not need to work any harder than his city brother. Nearly

everything is done by machinery and the work is comparatively light.

It used to be that the farmer who went to town for his mail oftener than once a week was considered more or less shiftless. He would get his county papers, and maybe a city weekly, on Saturday afternoon and before Saturday afternoon had come around again the entire family would know the papers by heart, advertisements and all. To-day the farmer gets his mail delivered at his door every day and has his city daily to read at noon time of the day it is published, or at the latest on the evening of the day it is published.

Such conditions will surely work a revolution in the class of people who live on a farm. During the last fifty years it was the ambition of every farmer to accumulate enough that he might remove with his family to some city; it was the ambition of every bright farmer's boy to get away from the farm with its lonesome narrowness, and if a farmer's daughter could marry a man who could take her away from the farm's dreary drudgery she was pleased to death. The great wave of modern progress which swept over this country, beginning some forty or fifty years ago, and which brought many luxuries within the reach even of the mechanic of the cities, did little for the farmers until within recent years. Daily newspapers, electric lights, steam heat, theaters and all such things were not for the farmer. His life was a life of lonesome drudgery in comparison with the life of his city brother.

This condition was very much to be regretted. Farm life is the cleanest and purest life in the world. It is a life largely free from the petty cares and annoyances which occupy the mind of the city man to an extent which renders that meditation and contemplation which is essential to the best development of character impossible.

Now, however, that all that made the farmer's life undesirable, its isolation, its drudgery, its lack of touch with the bustling world outside, is to be removed and its largeness, its security, its freedom from the vice, the petty, nerve racking annoyances, the fierce rush and desperate competition, which renders the third generation of city people scarce worth the powder it would take to kill them, are to be retained, the life of the farmer becomes the ideal life; the life which many men of culture and refinement will choose and which many more would choose if choice were open.

The well-to-do farmer, under modern circumstances, is a man to be envied. He has all that is best in modern life within easy reach and yet his working hours are spent in the peaceful, fragrant quiet of the open fields; his neighbor's dog and his neighbor's children do not vex him; the clanging street car and fire patrol do not

make him afraid; he may stretch his limbs without hitting a stone wall and meditate upon the mysteries of creation without danger of being run down by a delivery wagon. In short, all that is desirable in city life he now may have with him, while all the heat and worry, the rush and clamor, the dust and dirt, the filth and hideousness pass him by.

The American farmer boys, being driven from the farm by intellectual and social starvation, have gone into the cities and developed into the greatest mechanics and artisans, the greatest business men and financiers that the world ever saw. The strenuous life of the cities did that much for them; and now if we can keep them on the farm, under the new condition, we will show the world a race of poets, statesmen and philosophers which will make all that have gone before look like thirty cents.

In the old colonial days the home of the gentleman was in the country. There dwelt the culture, refinement, wealth, beauty, wit and intelligence of the land. It was the ambition of the city man to accumulate enough that he might retire in the country. Washington, Jefferson, and, in fact, about all the great men of our early history lived on their country estates and lived like lords.

But then came the age of mechanical improvements, railways, daily papers, electrically lighted and steam heated theaters, paved streets and boulevards, telegraphs and telephones, and all for the cities. Then the tide changed and only those remained on farms who were compelled, or were of such dull minds as knew little and cared little for the graces and beauties of life, or (and a most sturdy and estimable class of people they were) those who, even under such circumstances, believed the sterling advantages of the life on the farm outweighed its disadvantages.

But those who led in the intellectual and social life of the nation left the country for the city, and the farmer became, after a time, but a high-class laborer, proverbial for his uncouthness. Not that he lacked intelligence; for no man of healthful mind, given even the rudiments of an education, can spend his life in God's open fields without developing mental powers which will command respect, but he was awkward and abashed in the presence of men immeasurably his inferior in everything but the readiness and ease which comes from contact with cultured people. But all that is going to be changed, thank the Lord, and the healthy mind in the healthy body is to be given every advantage which modern life affords to develop in a healthy atmosphere.

Out upon the cities, anyhow, with their dust and dirt, their roar and din, their pushing and jostling! Who would live in them if he could live on a farm and still have his daily mail, his telephone and his trolley line to the theater?

The Man About Town.

BY C. D. STRODE.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

(CONTINUED.)
AS TO FINANCES.

The income of the National Hardwood Lumber Association for the first year was less than \$200. It was first organized as an association of associations and no individual lumberman could secure membership in the National association save by joining some local organization. This was done because it was feared, at that time, that the local associations might look upon the National association as a rival. And the dues from each constituent association was \$1 for each member.

The total amount of revenue from this source was a trifle over \$100.

At the semi-annual meeting the first year, it was decided to admit individual members at a price of \$3. This was done because there were a number of good lumbermen so situated that they could not belong to a local organization, who wished to identify themselves with the movement for uniform inspection. After this action there were 27 individual members secured, bringing the total revenue up to nearly \$200.

The total absolutely necessary expenses of the first year, for printing and distributing inspection rules, and for other matters, amounted to \$640, leaving a deficit of \$450, which, with the exception of a very few, no one knew anything about. The deficit was carried by Secretary Vinnedge, he having the assurance of President Bennett that in case of failure of the association, he, Mr. Vinnedge, should not lose more than his share. The bills were all met promptly, but at the second annual meeting they were not all presented to the association. It was thought best to keep up a bold front, so the treasurer's report was made to show a balance.

The second year the dues were raised to \$5 a year for all members, and the membership by associations was abolished.

The third year the dues remained at \$5 a year, but the fourth year, on the proposition to pay a secretary a salary, they were raised to \$10 a year.

Thus the highest amount the National association has cost any lumberman for dues is \$23, for the four years, and there are only 27 of those. The other members who joined the first year and have remained members ever since have paid \$21.

No association ever gave so much for so little.

* * *

Of course the work could have been done for so small a sum only by someone doing a vast amount of work for nothing. Such was the case, and then the question arises—why should anyone work for nothing?

Why should Messrs. Bennett, Vinnedge, Smith, Thompson and others devote so much time and attention to the work of the National association, when it has absolutely no more interest to them than it has to others?

The question is an old one, as old as the history of human progress. The only way I can answer it is that there are such men and that's the end of it. You find them in every community of any size, men who, when they see a thing which needs doing, will give of their time and attention to see that it be done—in fact, seem to delight in so doing.

There are men in Chicago at the head of the Civic Federation—big men, whose time is worth big money, who have been fighting the corruption of this unclean city for years with no hope or expectation of any greater advantage than would come to any citizen through a better administration.

Such people deserve a great deal of credit, but usually, I believe, they know, right down in their hearts that they don't deserve so much as some people might think. I believe that if you should take almost any of them around behind the barn, or to some secret place where nobody could hear, and should there and then press him for the truth, he would admit that he really didn't neglect his own business for the public business so very much (in proof whereof he could cite you to the fact that the private business of nearly all such men is in a prosperous condition); that he really didn't do all his public work from pure public spirit; that, in fact, he did such work because he liked to do it more than anything else, that it is recreation for him, just as it is recreation for another man to attend the ball game.

Whatever his reason, it is lucky for the world that there are men so constituted, and I do not believe there was ever a lumber association which made such demands on such men as has the National Hardwood Lumber Association, and if the world doesn't owe them such a tremendous lot for choosing such a sensible method of taking their recreation, it certainly does owe them for the results they achieve.

* * *

Chief among those who have contributed freely of their time and attention to the cause of the National association without any thought of personal remuneration, I place A. R. Vinnedge of Chicago, now serving his fifth term as secretary, and I believe there is not a member of the association will say no to it.

Three years Mr. Vinnedge served the association as secretary without pay; two

years of the time he even paid the stenographer. Last year the association got ashamed of itself and paid him the princely salary of \$1,500. And such a secretary as Mr. Vinnedge has made!

I had been in pretty close touch with the secretary's office, but I never had realized the amount and quality of work Mr. Vinnedge had been doing until a few weeks before the last annual meeting, the pressure of his own business being very great, he asked the board of managers for assistance and they appointed me temporarily.

Of course the time was somewhat exceptional, as the work of advertising and preparing for the general meeting was upon the office, but it was not the first general meeting by several.

And at that meeting the rules were revised, that is, the committee stated what changes it wished made. But to make those changes entailed the rewriting or nearly every line of the rules. And there has been one or two revisions each year.

His ordinary, every-day, association mail amounts to at least 25 letters a day, and it is unlike ordinary business mail in that it requires more thought to reply to it.

Some lumberman down in the South somewhere will write to ask the price of inspection books. An ordinary secretary would reply in two lines, but Vinnedge will write him a two-page letter, giving a brief sketch of the National association, what it has done and hopes to do, what benefit he may derive from it, inclose him an application blank and urge him to become a member. Such work produces results.

Or some member may get his back up about something and tender his resignation. Mr. Vinnedge never lets him go without a struggle to retain him. And that's one reason there are so few resignations.

W. A. Bennett, president for the first three years, although having less detail work to attend to than the secretary, did all that lay within his power to do with equal thoroughness and enthusiasm. He and Mr. Vinnedge made a great team, and it is to be doubted whether there are two other men in the trade who could or would have done equally well.

THE MILWAUKEE FIASCO.

The first semi-annual meeting, as before stated, was held in Cincinnati and W. S. Johnson of Milwaukee, best known as a Michigan lumberman, because of his milling interests there, attended, and invited the association to hold its next meeting at Charlevoix, Mich. The invitation was accepted and the date of the meeting fixed at July 13. And here is where

Michigan connects with the National association.

This meeting, as we all know, was not held at Charlevoix. It probably never should have been called for that place, on account of its inaccessibility and the great cost for transportation. At the time the meeting was called, however, it was believed that the railroads would give favorable rates. As the time for the meeting approached, it was found, however, that the concessions the railroads would make were very slight.

The board of managers held a meeting, which was attended by representatives of the railroads, and it was decided to withdraw the meeting from Charlevoix, and it was left to the railroad committee, composed of W. H. Russe, F. H. Smith and R. T. Witbeck, to locate the meeting. It was believed that this action would induce the railroads running to Charlevoix to offer better inducements, and the committee concluded to wait a week or two and give them a chance.

The railroads apparently forgot all about the matter, however, and it was up to the committee to make the bluff good and locate the meeting somewhere else.

Considerable correspondence was exchanged, but no two of the committee could agree on a location, and time was slipping along in a way that time has.

Finally, when it was a little more than two weeks until the date of the convention, and nothing done, I wrote President Bennett and told him that something had to be done and done quickly, there being barely time to advertise the location of the meeting. By return mail I received a letter telling me to go to Milwaukee and locate the meeting there, using his letter as authority. That was one thing I always liked about Bennett, he was not afraid to take responsibility when it was necessary.

On the same day I received the letter I went to Milwaukee, called on the mayor and Business Men's League, was cordially received and heartily invited to locate the meeting there. Then I got hotel rates, etc., and returned to Chicago. Next day Secretary Vinnedge, Director Dutton and I returned to Milwaukee to complete the arrangements.

And now I want to give a little of the inside history of the trouble about the meeting. There has been a good deal said, and much unjust criticism of Mr. E. L. Philipp, of the Delta Cooperage Company, has been indulged in. The facts are these:

When we arrived in Milwaukee about 11 a. m., to arrange for the meeting, we called up a number of Milwaukee hardwood lumbermen, explained our mission and asked them to meet us at the Plankington Hotel. The only ones to respond were W. S. Johnson and E. L. Philipp, neither of whom were, strictly speaking, Milwaukee lumbermen, but lumbermen residing at Milwaukee, with their interests outside, those of Mr. Johnson being in Michigan, and those of Mr. Philipp in Mis-

issippi. We remained in Milwaukee until 4 o'clock and those were the only ones in any way connected with the Milwaukee lumbermen whom we saw.

Mr. Philipp's connection with the lumber trade was as manager of the plant of the Delta Cooperage Company at Philipp, Miss., which was owned by the Schlitz Brewing Company. He was unacquainted with the Milwaukee lumbermen, but believed he could raise sufficient funds from the brewers and others to pay the expense of the meeting. So that the making of arrangements was very gladly left to him.

We returned to Chicago and Mr. Vinnedge began advertising the meeting with unusual vigor, to make amends for the loss of time.

Two days before the meeting Mr. Philipp called Mr. Vinnedge up on the telephone from Milwaukee and stated that he had made arrangements for assembly rooms, committee rooms, etc., free of cost, but was unable to raise money for a banquet, or any further entertainment. Of course, Mr. Vinnedge told him that that was all right, and we would do without the banquet.

There seemed some perverse spirit in charge of that Milwaukee meeting. Everybody was mad at everybody else before the meeting had been in session half a day, even my old friend, Colonel Dutton, jumping on me and giving me fits for something or other.

President W. A. Bennett was too ill to attend, which added to the confusion, as Vice-President F. H. Smith had not been kept in close touch with the work to come before the meeting.

Mr. Philipp arose in the morning session and stated that he had been unable to raise sufficient funds for a banquet, but that the Pfister Hotel, in which the meeting was held, was prepared to furnish a banquet at \$4 per plate. The association did not grow enthusiastic over that proposition, and Mr. Philipp then stated that some theater or other would admit all in attendance at the meeting at 25 cents a head. This proposition was also received in silence, and then, being out of ammunition, Mr. Philipp ceased firing, and the convention continued to grind.

With the thermometer at 90, some ten or fifteen unfortunate men sweltered in a close room working at inspection rules. They would escape occasionally, and, of course, were mad at everybody.

The climax came, however, when the delegates paid their bills before starting home. The Pfister had advertised a special rate of \$1.50 a day European, or \$3 a day American plan. The convention filled the hotel to overflowing and everybody got the hot end from the hotel. I asked for accommodations on the European plan at the \$1.50 rate and was told that the \$1.50 rooms were all gone and that the hotel was so full they could only promise to do the best they could. That

consisted in placing me in a room with three other men, two in a bed. When we settled they charged us at the rate of \$2 each per day, or \$8 a day for the room.

And we didn't spend much time in the room either.

Everybody else got the same kind of treatment, and everybody went home mad.

Of course, there had to be a scapegoat, and everybody blamed everything to Mr. Philipp, in my opinion very unjustly.

Of course, the Milwaukee lumbermen regretted that things happened as they did and said that if they had been called on to contribute, would gladly have done so, some stating that they would have contributed very large sums; a few even going to the length of naming the sums, which were indeed large and liberal.

Mr. Philipp, as before stated, was not acquainted with the Milwaukee lumbermen, didn't even know who they were, and he judged, from the fact that none came to the first meeting when called up over the telephone, that they took little interest in the matter. He had no way of knowing how liberal they were prepared to be until after the meeting was over, at which time it was, of course, too late to do anything.

Another thing was that Mr. Philipp had never attended one of the National meetings before and did not know what was customary; and when he found that his propositions regarding the banquet and theater were not what the delegates were accustomed to, he felt very badly about it and did all he could to square himself. When the delegates attended the theater those wearing badges were, so far as I know, passed in free. I attended with a party of ten or fifteen and we were all admitted free of charge. It was the same with all others whom I heard speak of the matter, and all the admissions were paid by Mr. Philipp. He organized an excursion to the breweries, where the visitors were royally entertained, and in addition spent a large amount of money entertaining privately.

Mr. Philipp may not be a success as an organizer of preparations for such a meeting, but he is as big-hearted, generous and liberal a man as any in the lumber trade; and that is equivalent to saying as any in the world. He did his best in the limited time given him and unquestionably spent two or three hundred dollars of his own or his firm's money.

We do not say that the lumbermen of Milwaukee are different from those of any other city. They are liberal and broad-gauged, as everybody knows who knows them, and would undoubtedly have exerted themselves in every way if they had had time to make an organized effort. They didn't invite the association there in the first place, and they had no local organization of any kind to take charge of the matter. There was only two weeks' time and everybody who has assisted in work of this kind knows that is not time enough, even with perfect organization to start

with. In the case of Milwaukee, everybody supposed that somebody else knew more about it than they did and would take charge of it, with the result that nobody but Philipp did, or attempted to do, anything, and he, being the only man entitled to any credit, got all the blame.

There is even some justification for the action of the Pfister Hotel. The management had been led to believe there would be a banquet given at their hotel and had made arrangements to feed at least two hundred people on blue points, Philadelphia squab, etc., and had ordered the supplies. The weather being excessively hot, they stood to lose heavily.

In fact, in the matter of this much-talked-of Milwaukee meeting, there is no one to blame except possibly the board of managers for their somewhat vacillating policy, and there is much excuse for that.

WHERE MICHIGAN CAME IN.

The hardwood lumbermen of the state of Michigan are now the strongest supporters of the National association, furnishing nearly one-fourth the membership and three-fourths the support to the inspection bureau. There are other states whose delegates make more noise in convention, but a glance at the membership roll of the association and at Mr. Wall's published statement of the work of his department, will show where the support which keeps the association on its feet comes from. The Michigan lumbermen are a fine lot of business men, used to doing a big volume of business in a big way, counting their lumber by millions of feet instead of by thousands; and there is no doubt in the world but that men's environments affect their character.

They were slow in coming into the National association, but they knew about it and were studying its possibilities. They had invited the association to come to Charlevoix as a preliminary, evidently, to investigating it and seeing what was in it. Had the meeting been taken there it would have been well cared for beyond a doubt, and the Michigan people wanted it. When it was taken from them at the last moment they resented the action and there were only one or two of them took the trouble to cross the lake to Milwaukee. And shortly after that meeting I made my first trip into Michigan.

* * *

A Michigan hardwood association had been organized and was to hold its second meeting in Traverse City, and I made up my mind to attend and get acquainted with the Michigan lumbermen, in the interest of the Hardwood Record, and also to learn if I could do anything to push along the National association. So I arrived in Traverse City about noon of the day of the meeting, and at the Park Place Hotel found about fifteen representative hardwood lumbermen congregated, all strangers to me except Wm. H. White. Mr. White introduced me to several, but I noticed that there was no enthusiasm in

their reception, and I remembered with regret that several years before, when the Michigan people had organized an association to advance the price of their product, the Hardwood Record had not lent the organization the support it might have done. The Record had predicted that, as the association was not, in its opinion, on the right track, it would not succeed, and it turned out the way the Record said. I have since learned that it seldom increases people's regard for you that you predict disaster for them; and the fact that your prediction comes true only makes matters worse.

Also, I was recognized as a representative of the National association, which had slighted the Michigan lumbermen in the matter of the meeting, and many of the lumbermen, being total strangers to me, still believed in that amiable fiction, so earnestly circulated by my esteemed contemporaries at the beginning of my useful and beautiful career, in lumber journalism, that I was the hireling of the "Chicago thieves."

My reception was not cordial, but I did not let on. W. O. King of Chicago was in Traverse City at the time on business, and I sort of lunged onto King to keep from being left out entirely. I had counted on W. S. Johnson to give me a boost, but he sent a telegram saying he couldn't get there until 4 p. m.

About 2 p. m. King and I were sitting on the veranda in front of the hotel, when I observed that all the Michigan people had disappeared. King said he supposed they were holding their meeting. I excused myself to King, saying I was going to the meeting.

"You'd better wait until you're asked," said King. "I haven't heard of you receiving an invitation."

I told him that I had come from Chicago to report the meeting and could not conscientiously allow a little oversight on their part to cause me to neglect my duty. So I went up stairs and knocked at the door.

The door was opened by Mr. Von Platen and I stepped inside.

"Gentlemen," I said in my most civil manner. "I came from Chicago to report this meeting for the Hardwood Record, and I can't do much good at it sitting outside on the veranda. You may not deem it wise to have newspaper men present at your meeting, but our paper goes to press to-morrow and any report I send must go in the mail here by 6 o'clock. Now, if you will give me a few points as to what the scope of your organization is to be, such information as you wish to give out in regard to supply, etc., I will go out and write my report and submit it to you for approval. I do not wish to be forward in the matter, but I would like to have the report and believe I can help you."

There was silence for a while and then President D. H. Day said he saw no objection to my request. I got such information as I wished and withdrew. Before

adjournment I was back with my report, which was heartily approved.

I really didn't learn much I didn't already know, but I got a good report of the meeting, one calculated to do the association good, and I broke the ice between myself and the Michigan people. We have been good friends ever since, to our mutual benefit.

Not only did we break the ice, but the proprietor of the hotel took most of us into a—well, a quiet little place—and we not only broke the ice but melted the pieces.

After supper President Day took me over on the main street and introduced me to a number of his friends. Then we returned to the hotel.

And that night for the only time in my life I held four aces.

* * *

I had not said anything about the National association on that trip because it was all I could do to get my feet fixed on something solid on my own account. The interest in the National association was growing in Michigan, however, and at the semi-annual meeting, held at Memphis some time later, there was quite an attendance of Michigan people.

One thing which attracted the attention of the Michigan people was the inspection bureau. They were never very hard to please in the matter of inspection rules. Before the advent of the National association they sold their product, usually, on the Chicago rules. Those rules made a pretty good grade, but they charged accordingly. At the time of which I write they were generally using the National rules, those rules having been adopted by most of their customers. Those rules were not entirely satisfactory to the Michigan people, but they were making them answer.

As the time for the next annual meeting to be held at Cincinnati approached, the Michigan people held another meeting, which I attended. At this meeting the committee which had attended the Memphis meeting of the National association

Among other matters the subject of the proposed inspection bureau came up.

Some of the prominent members denounced this move as an attempt to get the control of the inspection back upon the other side of the lake.

You see, there was a time, in the early days of the hardwood trade in Michigan, when the lumber was loaded on barges and sent to Chicago to be inspected; and what the Michigan lumbermen had done to them was good and plenty. Then they got the control of the inspection to their own side of the lake and there was fear that this inspection bureau was a scheme to get the inspection back to the old style, and I was called on to explain the plan of the inspection bureau, which I did to the best of my ability.

Instead of being a scheme to get the inspection out of the hands of the shippers,

I said, it was a scheme to make the inspection at the shipper's yard or dock final. In fact, I said, it was an attempt to extend to the whole country the benefits of such a system as the Michigan people had established for their own use. The inspection bureau of the National association had not been organized as yet, and what was asked was that the Michigan people assist in organizing it. It was a business proposition which it was their duty, as business men, to investigate. If the bureau could be organized as it was hoped it might be, their inspection, while remaining as it was, would receive the backing and protection of the National association all over the country.

I could feel that my argument made an impression, and then the question of inspection rules came up. Several of the members stated that the rules were unfair as at that time in force, and that in some instances were so severe that inspectors were not permitted to live up to them; and that before they could agree to furnish a guaranteed inspection according to the rules, the rules would need to be changed.

I was traveling at that time as an accredited representative of the inspection bureau, in which capacity I had traveled all over the country included in a triangle formed by New York, New Orleans and Minneapolis, and spoke with some authority in regard to matters pertaining to the inspection bureau, but as regards the making of rules I did not, so the best I could do when the rules question came up was to state that, although I could only express an opinion, I was certain that if the Michigan association would formulate a set of rules on their product, and present them at Cincinnati, they would be adopted.

Such a committee was appointed, the rules were formulated and presented to the Cincinnati meeting by Messrs. H. B. Lewis, Wm. H. White and G. Von Platen, and were, I believe, adopted without change. Mr. Von Platen was made a member of the committee on rules, a position he still holds.

The committee also attended the deliberations of the inspection bureau committee, and after having the matter explained to them, expressed themselves as satisfied, and Mr. H. B. Lewis was made a member of the committee, a position he still holds.

The office of third vice-president was created for Mr. White, from which he has since been advanced to second vice-president.

When the Michigan delegates got home they had to face the accusation of having been "jollied along," but there was nothing of the kind, for the elections and appointments came the last thing and were simply an evidence that the association desired the co-operation of the Michigan people and sought to get it by giving them representation on the board of managers and the principal committees.

* * *

Through their wise action in coming into

the National association when they did, and taking full advantage of what it offered, the Michigan people have been enabled to make the rules on Michigan hardwoods for the whole country and control their application and have their shipments protected in all markets. Moreover, they are to-day the most influential section of the association and will continue to control their inspection through the National asso-

ciation and derive other benefits as long as there are hardwoods in Michigan.

That is a true history of how Michigan came into the National association and how it turned out; and it's a pretty good answer to the lame plea of certain people that the National association is a dealers' association in which the manufacturer gets no proper consideration.

(To be continued.)

Gossip of the Trade.

CHICAGO COMMENT.

The Lesh & Matthews Lumber Company, formerly located on Twenty-second street, in the Chicago lumber district, where they have been conducting a hardwood lumber yard for a number of years, have closed out their yard at that point and removed their offices to 1005 Marquette building, where they will conduct a wholesale hardwood lumber business. They will have yards in Memphis and other points in the South.

* * *

Mr. George W. Stoneman is getting his veneer department in good running order and is said to have the longest sign of any hardwood lumberman in the business. The building he occupies for the purpose of carrying a stock of veneers and fancy woods is half a block long and two stories high, and his new sign covers the full length of the building. Hopkins says a man can't read the sign all at once and the only way he can get the full benefit is to walk the length of the building on the opposite side of the street.

* * *

Mr. A. J. McCausland, of the A. J. McCausland Lumber Company, returned from the South last week, where he had been making arrangements for the purchase of a tract of timber, the erection of a saw mill and the opening of a hardwood yard for the A. J. McCausland Lumber Company at Memphis, Tenn. The A. J. McCausland Lumber Company is another of Chicago's wholesale firms who have found it advisable to engage in the manufacturing business.

* * *

Mr. Ed. Heath, of Heath, Witbeck & Co., has gone to Amsterdam, N. Y., his old home, to spend a couple of weeks' vacation.

* * *

Mr. Leland P. Arthur, of the Arthur Lumber Company, Memphis, Tenn., was in Chicago Monday making the acquaintance of the Chicago lumbermen. This was Mr. Arthur's first appearance in Chicago as a hardwood lumberman and he made a good impression.

* * *

Mr. John E. Williams, the scholarly editor of the New Orleans Lumber Trade Journal, is spending a few weeks among his old friends in Chicago. Mr. Williams is one of the ablest men in the field of

lumber journalism and is a gentleman from the ground up. He is making the New Orleans lumber paper one of the strongest, best and most influential of the lumber trade papers.

* * *

The T. Wilce Company have finished a very fine office at their great flooring plant on Twenty-second street.

* * *

Mr. Neely, of McDonald Bros., Helena, Ark., was in Chicago this week calling upon the trade and visiting his many friends in this market. Both Mr. Neely and the firm he represents stand very high among Chicago lumbermen.

* * *

Mr. C. L. Willey has moved his hardwood yards from Thirty-fifth and Iron streets to his new location at Blue Island avenue and Robey street.

* * *

We hope our readers are making calculations upon attending the eleventh annual meeting of the Hoo-Hoo to be held in Milwaukee on September 9, 1902. This will undoubtedly be the greatest meeting of Hoo-Hoo ever held, Milwaukee being very centrally located and one of the best convention cities in the United States.

* * *

Mr. Sam Burkholder, of the J. P. Walter Lumber Company, Crawfordsville, Ind., was in the city Thursday. Mr. Burkholder was the victim of a mistake, or rather his friends were the victims. When the report reached Chicago that his partner, Mr. J. P. Walter had died, it became twisted in some way so that the news went the rounds that it was Mr. Burkholder who had died. From what we can learn of Mr. Walter he was a very fine man, but he was unknown to the lumber trade of Chicago, and it is without meaning the slightest disrespect for Mr. Walter that we announce that the Chicago lumbermen were very glad to learn of their mistake. There is no man in the hardwood trade who has more friends among the Chicago lumbermen than has Mr. Burkholder.

* * *

The Foster Lumber Mercantile Agency have issued their mid-year reference book. No better recommendation can be given it than to say it is fully up to the high standard of previous issues. The records have all been thoroughly revised and the book

is therefore strictly up to date. It contains, as usual, the credit and financial standing of practically everybody concerned in buying or selling lumber.

GOTHAM GLEANINGS.

Alexander & Ellis, retail hardwood dealers, of No. 425 Flushing avenue, Brooklyn, have dissolved partnership by mutual consent. Charles L. Brown will continue under the old firm name and along the old lines, George B. Ellis, the other partner, retiring.

* * *

The Fourth started in badly for the trade. It had hardly been ushered in—being but a few moments after midnight—when a sky-soaring sky rocket with its business end still lit, dropped down on the planing mills of John Crawford, 256 and 258 West Twenty-eighth street. Three mills—big five-story affairs two of them, and another edifice adjoining on Eighth avenue, all belonging to Mr. Crawford, were gutted. There were several narrow escapes. The damage has been estimated at \$50,000.

* * *

Holger A. Koppel, secretary-treasurer of the Sterling-West Company, hardwood lumber exporters of Baltimore, sailed recently for Europe. He will be absent several months.

* * *

W. E. Uptegrove & Bro., the hardwood dealers, whose mills in East Tenth street were destroyed by fire last fall, are rapidly getting into shape again. Their new mill in Greenpoint is almost completed, and in about six weeks they will be able to get into their new office building on the old site. Both are handsome, model structures.

* * *

A rate-cutting war is likely between the steamship lines running between this city and South African ports. A bi-weekly service has recently been inaugurated by the John C. Seagar Company, and the combination of three lines which had theretofore controlled the trade at once reduced the freight rates and offered a 10 per cent rebate to shippers not patronizing the new line. At present all four lines are being kept busy, the bulk of the freight, of which lumber is no inconsiderable item, going to Natal and Algoa Bay.

* * *

Gouverneur E. Smith, the popular young hardwood dealer of 18 Broadway, is off on a second honeymoon tour. He went to Old Point Comfort to spend the Fourth, and from there he plans to go up to the woods of Maine. He may be absent from business a month or more.

* * *

Many visitors were here before the Fourth and after. Among them were: J. N. Penrod, of the Penrod Walnut Corporation, Kansas City, Mo.; Julius Dietz, of the Buffalo Maple Flooring Company, Buffalo; Wm. S. Whiting, of the Whiting Lumber

Company, Elizabethton, Tenn.; Ed. F. Henson, of E. P. Burton & Co., Philadelphia; Alfred Haines, of Haines & Co., Buffalo; John Hyde, of the Seymour Lumber Co., Cordele, Ga.; H. Weston, of Weston & Co., Jacksonville, Fla.; E. C. Fosburgh, of the Cummer Lumber Company, Norfolk, Va., and John N. Scatcherd of Buffalo.

* * *

Joseph Rathborne, president of the Louisiana Cypress Lumber Company of New Orleans, accompanied by his son, Cornelius, spent several days in New York recently and on July 2 the couple departed for Europe to seek new and novel sights on the continent. They will be absent two months at least.

* * *

J. P. Uptegrove, of W. E. Uptegrove & Bro., contemplates erecting a summer home at Boonton, N. J., with which suburb, as a residential resore, he is reported to be enraptured.

* * *

Paul N. Hayes, hardwoods, of 18 Broadway, has chosen Bath Beach as his resting place for the summer.

* * *

The Union Woodworking Company of New York has been incorporated with a capital of \$20,000. Directors: G. F. Purrrington, and T. J. MacGowan, Mt. Vernon, and T. S. Johnson, New York.

* * *

Ed. F. Henson, of E. P. Burton & Co., Philadelphia, paid a visit to the city recently to see his wife who left on the Umbria on June 28 for Europe.

ST. LOUIS NOTES.

E. H. Hill, of the Hallett Lumber Company, reports that he has succeeded in booking a large number of orders for oak car stock during the past thirty days and that he has seldom seen this branch of the business in better shape. He dabbles rather extensively in this class of business and is an authority.

* * *

Geo. E. W. Luehrmann, of the Chas. F. Luehrmann Hardwood Lumber Company, contemplates leaving for Europe during the early part of August, to be gone several weeks. His company has succeeded in building up quite a heavy foreign business and the trip of Mr. Luehrmann is mainly to get acquainted with his customers and to try and extend the business. He will spend the most of his time in Germany.

* * *

August J. Lang states that his business is in excellent shape, his main difficulty being in bringing in the lumber as rapidly as it is needed. He says his business during June was heavier than during any month of his business career, which makes a big record.

* * *

Alcee Stewart, of Alcee Stewart & Co., has just returned from a trip through the Memphis district, and reports that lumber

is very scarce at the mills and that the manufacturers are holding out for higher prices than prevailed a few weeks ago. He says prices are proportionately higher at the mills than in the St. Louis market.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, reports that his trade has been excellent during the past month and that the prospects for a heavy fall trade have never been better. He thinks it will be a question of more moment to secure than to sell lumber during all the rest of the year.

* * *

A number of the hardwood people were more or less worried over the rapid rise in the river of last week, as a result of the heavy rains. A large amount of lumber on the levee was in danger and it took energetic work to save it.

* * *

Walter A. Zelnicker, the supply man, has incorporated his business as the Walter A. Zelnicker Supply Company, with a capital stock of \$200,000. A branch house will be opened at Mobile, Ala., in charge of Jas. H. Zelnicker. This business has been increasing very rapidly ever since it started and is now one of the important supply houses of the country.

NASHVILLE NEWS.

Details of the organization of the new \$50,000 lumber firm mentioned in another issue of the Record have now been given out. It has been known for some time that the Nashville Lumber Company, composed of Nat Gennett and Sam B. Ransom, would dissolve and a new firm would be organized. This new company will be known as the Gennett-Ransom Lumber Company. It will be capitalized at \$50,000, which will probably be increased later. Twenty-five thousand select trees of poplar, ash and white pine, situated in Habersham and Rabun counties, Georgia, Jackson and Macon counties, North Carolina and Oconee County, South Carolina, have been purchased. These trees are scattered over 10,000 acres. There is no tree in the lot which has a circumference of less than two feet. It is estimated that there will be about 35,000,000 feet of lumber in the lot. A switch of several miles will be built, the river near the timber brought into requisition for rafting and several mills will be erected. The logging will be in charge of Sam Ransom, an experienced lumberman and a brother of J. B. Ransom, another well-known lumberman of this state. The saw mill and timber sales will be in charge of Nat Gennett and A. H. Gennett will have charge of the office. The company will work a force of 75 men.

* * *

The Davidson-Benedict Company is undoubtedly one of the most versatile wood-eral counties in other sections of the state. They are operating in Nashville and several counties in other sections of the state, five large band saw mills, fifteen circular

mills, a furniture factory, a box factory, own Hotel Cumberland at Monterey, up in the mountains of East Tennessee. During the present week, with reference to their furniture line, the Davidson-Benedict Furniture Company and the Montgomery Furniture Company were consolidated and a charter obtained for a \$100,000 furniture plant. The new corporation will use the factories of the Davidson-Benedict Company, and the storehouses and salesrooms of the Montgomery Furniture Company, the largest factory and the largest furniture store of the city thus becoming associated. R. J. Montgomery will be president and general manager and T. F. Bonner will be secretary.

* * *

Mr. John W. Love, of Love, Boyd & Co., will leave in a few days for Nova Scotia, where he has been summering and making fame as a fisherman the past season or two.

* * *

Mr. J. M. Card, of the J. M. Card Lumber Company, was a visitor in Nashville lumber circles last week.

* * *

Mr. T. M. Fay, representing the Chas. F. Luehrman Hardwood Lumber Company of St. Louis, was here recently.

* * *

Mr. S. D. Albright, of Albright & Co., has returned from Tellico Plains, where he has been shipping some of the stock owned by the late American Hardwood Company.

IN MEMPHIS CIRCLES.

The Bell-Thompson Lumber Company, recently organized, is the latest firm to enter the field of Memphis lumber interests. L. H. Bell is the president and N. N. Thompson secretary and treasurer, both of whom are young men with energy and progressive business methods. They will have headquarters in the Randolph building and purpose extensive operations in both the manufacturing and wholesaling of hardwood lumber.

* * *

T. B. Allen, of T. B. Allen & Co., stave exporters, whose headquarters across the waters are at Dublin, report a good trade in their line. Canadian fishing trips abandoned out of the pressure of business, and the mills running overtime in Mississippi.

* * *

The J. W. Darling Lumber Company of Cincinnati has opened an office also in the Randolph building. Mr. I. N. Woolbury, a gentleman of wide experience as a salesman of lumber in the North and Northwest, will look after the Memphis district and southern territory.

* * *

Alcee Stewart, of Alcee Stewart & Co., St. Louis, was a visitor to the trade this week.

* * *

Mr. A. A. Thompson, of Thompson & McClure, has returned from a several weeks' trip down in Mississippi. He re-

ports the mills there getting on a season of activity and agricultural conditions at this time flattering.

* * *

The I. M. Darnell & Son Company report business good all the year to date. They have just finished installing a large new boiler in their planing mill, which has necessarily been closed down for some time.

* * *

The Sawyer & Austin Lumber Company of Pine Bluff, Ark., will commence work in a few days on a \$100,000 box manufacturing plant.

* * *

The Thompson Lumber Company, Limited, of Grand Rapids, Mich., has extensive operations in Central Mississippi planned. They have purchased a mill or two at Boyle, Miss. This company has lately absorbed and succeeded the old B. R. Thompson Lumber Company of Grand Rapids. It has a plant at Clarksville, Tenn., and several other points. The company will market about 15,000,000 feet of lumber per annum. It is possible an office will be opened later in this city by the company to direct their Mississippi operations, which promise to be extensive.

BUFFALO BITS.

Mr. Chestnut, who has been connected with the H. M. Loud & Sons Company's Buffalo office ever since the firm has been doing business here, severed his connection with that firm the first of July, and is now in the lumber business on his own account. Although Mr. Chestnut has been at it barely a week, he has already made sales which will net him a good profit. He has hosts of friends and they all wish his success.

* * *

Mr. H. S. Janes sticks close to the southern end of his business. He realizes that the mill end is where there is a big chance to save money, if watched closely. Mr. Janes is building dry kilns and claims that between his mill business and the farming his time is pretty well taken up. Mr. Janes is fortunate in having such an able lieutenant in Mr. Homer Kerr, who conducts the Buffalo end of the business in his absence.

GEO. E. OHARA CYPRESS COMPANY.

The affairs of the firm of De Montcourt & Ohara of Cairo, Ill., have been settled up and the firm has ceased to exist. The surviving member, Mr. George E. Ohara, however, will continue in the lumber business under the style of the Geo. E. Ohara Cypress Company (not incorporated), with offices and headquarters at Cairo. Mr. Ohara informs us that he has recently purchased 50,000,000 feet of cypress and 10,000,000 feet of oak, ash and cottonwood stumpage in East Carroll and Madison parishes, Louisiana, and is now locating two mills in the timber, whose combined daily capacity is 50,000 feet. The product of these mills will reach the markets via

the new line of railway which the Missouri Pacific is now building through Louisiana and by the way of the Mississippi River, which is within three miles of the timber. Mr. Ohara says they expect to begin sawing early in September and that they have contracted 10,000,000 feet of the cypress to the F. H. Smith Lumber Company of St. Louis, which stock is to be cut and delivered as rapidly as possible.

ANOTHER BIG INSTITUTION.

An immense new lumber company was formed at Grand Rapids, Mich., last week with a capital stock of \$400,000, already subscribed. Wm. H. White & Co. of Boyne City are the largest stockholders, having subscribed \$125,000. H. B. Lewis of Elk Rapids will also be an investor, his subscription being \$35,000. Among the other stockholders are L. H. Willey, Amos S. Musselman, John Murray, Edward Fitzgerald, Henry Idema and other Grand Rapids capitalists. The company have purchased the old Ward tract of 20,000 acres of hardwood timber near Boyne City. It will be cut and hauled to Boyne City over the Boyne City & Southeastern Railroad and turned into lumber at a mill which will be erected there by the new company.

GONE TO EUROPE.

Mr. G. P. Altenburg, foreign manager of the J. A. Fay & Egan Company, of No. 414 to 434 West Front street, Cincinnati, O., the large makers of woodworking machinery, has just left on his annual trip to Europe, where he will visit the principal countries in the interest of his firm. He will also go to South Africa, where he will organize agencies and representatives. The termination of hostilities there has opened up a fine market for the products of the company, and with their usual activity they are losing no time in taking advantage of this opportunity to introduce their woodworking machinery. The address of Mr. Altenberg while in Europe will be at 51 Wharton Road, Kensington, London, W., England.

The Long-Knight Lumber Company of Indianapolis report business as unusually good for this season of the year. It is without any special features, but demand is keeping up in fairly good shape on all items, and they regard the outlook as extremely favorable.

H. E. Christian of Indianapolis, Ind., speaks very encouragingly of business. He is doing largely a wholesale carload business, although he has ample yard room for a retail business. He states that he is having no trouble in selling all he can buy as fast as it arrives.

Governor A. T. Bliss, recently nominated on the Republican ticket for governor of Michigan, has given \$20,000 to Albion College at Albion, Mich.



MARKET REPORTS

THE CHICAGO MARKET.

We remember a piece in McGuffey's Fifth Reader which began, "Rome was an ocean of flame," and we will begin this report on the Chicago market by saying that the streets of the lumber districts, especially the Twenty-second street district, are an ocean of mud. The weather has not done much of anything in Chicago for several weeks past except to rain, thus rendering the transaction of the lumber business very difficult and disagreeable. So much so as to seriously impede and interfere with business.

Besides this, Chicago is going through one of its numerous strikes, all the freight handlers being out, which also has some effect on local shipments.

In addition to those conditions which are not to be expected, Chicago is in the midst of the dull season, which usually prevails at this time, and taken altogether business is rather quiet.

There are other features of the Chicago situation which would be peculiar and unexplainable in any other market except Chicago. It seems that the Chicago market is different from any other in the world, in the fact that prices are lower here than almost anywhere and yet everybody comes to Chicago, and, while berating the market, continue to sell.

Poplar is sold at a less price here than in Cincinnati. Quartered oak brings but little more than it does at Memphis, and so on, and yet the Chicago consumers have no trouble in supplying their needs. How they do it and where the lumber comes from is a mystery.

Consumption of lumber here in all lines continues very good considering the season, but prices are unsatisfactory, as they always are in Chicago. The lumber comes from somewhere or other and the lumbermen from out of town come into our office and complain about the prices, but they keep coming and keep selling. Quarter-sawed oak is holding its own here very well at as high price as any that have obtained during the past six months. White-sawed oak is offered somewhat freely with prices shaded a trifle. Cottonwood holds its own and the sales of gum are increasing greatly in volume. Northern hardwoods remain unchanged as to demand and prices. There seems to be a fairly good consumption at steady prices.

There is at this time a good prospect that the strike of the freight handlers may be settled soon, but if it is not, it will have a very bad effect upon the lumber business, because of the fact that the

manufacturers of furniture and other wood products will be unable to move their freight, and unless the strike is settled in a very few days they will be forced to shut down.

Conditions generally this week are about what they usually are at this season—if anything being somewhat worse because of the excessive rains and the prospect of the strike continuing.

ST. LOUIS.

Interviews with a number of the St. Louis wholesalers brings out the information that things have changed very immaterially during the past two weeks. One important point they all mention in this respect is that prices are almost exactly the same as at last report, and that mid-summer is on does not seem to weaken things in the least. So much less lumber than is desired is arriving on this market that no difficulty is experienced in holding up to the present basis of values, and predictions are many that the present basis will hold until the fall trade sets in, and that there will then be a material advance. However this may be, there is evidence in this direction, as the wholesale yards are doing their utmost to increase their stocks and admit that they are having no success worth mentioning. This condition is not normal at this season of the year, when it is usually a very easy matter to increase stocks as much as desired. This year the number of buyers in the southern country is larger than ever before, all markets, both East and West, being represented, but the lumber is not to be found in sufficient volume to satisfy the demand. Recent wet weather in the southern mill country has further curtailed the production and the receipts during the past week have been lighter than during any week of June. This, coupled with the fact that the shipments out of this market have remained heavy, shows the condition of stocks in St. Louis.

While it is true that there has been no increase in business during the past two weeks, it is equally true that there has been no decrease. For nearly thirty days past the furniture interests have purchased lumber in smaller quantities than during the spring, this being the result of the preparation for the two annual expositions, but trade in other lines has remained the same, or has improved to such an extent that the majority of our dealers report an inability to take care of as much of it as is offered. The receipts are almost entirely made up of green lumber and the country

demand is for dry, which has resulted in there being a very fair stock of green lumber in the city, while that of dry is well-nigh exhausted. Never before in the history of the trade has it been as hard to find dry lumber at points of production as at present, the aggressiveness of the buyers being such that they are taking up the lumber as soon as produced, having long ago secured anything that had been on sticks for any length of time. As to strictly local trade, conditions are entirely normal. The consumption of stock is rather heavy and there is no line of consumption that is not buying freely and paying all that is asked for lumber.

The oak market remains on a very firm basis. While there is practically no dry stock on this market, and none can be procured at points of production, the buyers are willing to take in all the green offered and are exerting themselves very strenuously to increase what they have in pile. Quartered white remains the particularly strong item, while it is closely followed by inch plain white and red, the latter, especially, being very desirable. Thick stock in white is wanted at high figures and there is also a call for thick plain red, which is larger than the supply. Quartered red is not coming in very freely and report has it that it is not being produced at the mills in any volume. While it has pretty well recovered from the conditions prevailing last year, it is still somewhat inactive.

Poplar and cypress are very strong, the present call being for select and better in poplar, and almost any grade and thickness in cypress. One-inch shop is the only item in cypress which could be called slow sale, and even it is moving in fair volume. The mill production of both of these woods seems inadequate to meet the consumption, and local stocks are rather low.

Of the other woods which are handled in this market, ash has improved considerably of late, but is in very light receipt. Quotations show that 2½-inch and thicker ash will bring \$34 and \$24 in St. Louis, while 1-inch stock is quoted at \$28 to \$29, and 1¼ and 2 inch at \$30, common being \$10 less. Cottonwood is on a very firm basis and is so hard to secure at first hands that prices are morally certain to advance in the near future. Gum, sycamore, hickory and the other woods are about as last reported.

A. A. Teel, northwestern representative of E. C. Atkins & Co., has moved his residence from Appleton to Green Bay, Wis.

CINCINNATI.

After quite a long rainy spell, summer has at last struck us with full force and the hot weather is manifesting itself with a vengeance. Whether the torrid weather will materially affect business cannot as yet be determined, because we have not experienced very much of it up to the last week. The farmers suffered very heavily from the heavy and frequent rains which were so common during the entire month of June. This will, no doubt, hurt the business of the country yards in this neighborhood very much, as the amount of their business is always in accordance to the size of the crops of the farmer. Still it cannot be claimed that the rains were wholly detrimental, as many of the saw mills were in great want of logs and the rain came in the nature of a godsend for them. All of the rivers of the surrounding territory had a log tide and the mills are once more busily sawing away. The retail yards are busy and all indications point to a rushing business for the next few months. The local building records show that more building permits were issued during the month of June than during any month previous, in local records. In fact, the number of permits were more than double those of recent years during the same month.

The new arrangement, which went into effect July 1st, between all of the railroads, providing that a charge of 20 cents per day be made for all foreign cars left on their tracks and sidings ought to be of great benefit to the trade. A great source of complaint has been the dilatory moving of cars and now that the roads have to pay 20 cents a day for use of foreign cars it will, no doubt, cause them to hurry them on to destination without the delays which have been common recently. Some delays may be caused by transferring of shipments, but these will not be frequent, as the cost of transferring would be no small item and would not be resorted to very often. The general state of trade is very satisfactory and no complaints are being heard because of scarcity of orders. The demand for poplar lumber has not undergone any material changes. In fact, the same conditions prevail, namely, more inquiries than sales. This can only be attributed to the high prices asked along with the change of grading. Selects and No. 1 common seem to be having the best call just now. It is a difficult matter to say definitely whether prices are firm or not, as it seems that the dealers not members of the new manufacturers' association are asking less than the list given out by the new organization.

A change for the better seems to have taken place in the demand for gum lumber. Clear sap gum is finding a ready market at good prices. Red common is also doing very well. Sap common, however, seems to be a trifle quiet locally. The greatest improvement has been noticed in

the demand for lumber, two common gum and several large sales have been effected. Number 3 common is also on the incline.

The changes in the demand for oak have been few and of minor importance. Quartered oak at present seems to be enjoying a better call than plain oak. The demand for dimension stock and car timbers has been heavy all year and still continues strong. Prices on all grades are firm, and orders are rather plentiful.

Ash lumber has been a little quiet for the past few months. It seems, however, that the long-looked-for improvement is at last manifesting itself. Quite a number of inquiries are now floating around and possibly that can be taken as a forerunner for improved business.

The heavy demand for cottonwood seems to be unabated and on every hand is heard the complaint of inability to procure dry stock. Never in its history has cottonwood enjoyed such a demand, and never have the manufacturers and dealers been so short of dry lumber. Everything taken into consideration, prices are very reasonable. The strongest demand at present is for the box common grade with firsts and seconds closely following.

Chestnut is enjoying a fair demand and stocks in this wood are not so very plentiful. Sycamore has fallen off a little in demand. The other hardwoods are holding their own.

BUFFALO.

Lumber conditions continue about the same as they have been during the past month or more. To be sure, July so far does not show up very good in a business sense, owing to the glorious Fourth breaking in in its usual disregard for everything pertaining to business. It is next to impossible to do anything during the week of the Fourth, as the most of us have learned by past experience. The strike situation seems to be improving daily and I think we have heard the last of a strike of such vast proportions as that of the anthracite coal miners. Of course, the coal operatives do not say the strike is off by any means, but it does not seem as though it could last very much longer. It is within the range of possibilities that as a last resort a general national strike of the coal miners throughout the country may be ordered. It is to be hoped, however, that the executive board of the strikers will not deem this to be necessary, and that everything will be amicably arranged before long.

Poplar lumber keeps well to the front, with prices advancing steadily. Quartered oak holds its own, also plain oak. White ash is a trifle slow at present, but as there is no surplus stock anywhere to fall back on should there come up any demand to speak of, prices keep up.

Basswood is in good demand and scarce. Cherry is selling well and bringing good prices. It may be said in a general way

that there is a fairly good demand for almost all kinds of lumber in the common and better grades. But if reports are true there is more money in pine lumber to-day than in any hardwood that is used. The profits are greater and there is a large stock to draw from which latter cannot be claimed for any one kind of lumber at the present time.

NEW YORK.

There is really no cause for the hardwood dealers in the metropolitan district to utter a word of complaint regarding the conditions surrounding their market. All the furniture and molding manufacturers are apparently very busy, for the market is an active one, and good orders seem to be coming this way quite lively, while prices are, if anything, stiffer than they have been for months.

Quartered oak is in particularly good call just now, with prices ranging from \$61 to \$66 for the very best grades. Some dealers tell of \$67 for choice stock. Plain oak is also in good call, and inch stock at \$40 is a fair quotation. Both plain and quartered oak appear to be plentiful in supply.

The old scarcity of poplar is still to be noted, and as a result prices, while not soaring, are just about where those who have the goods are satisfied to let them rest. The usual figures for firsts and seconds are \$41 to \$42, but even at these prices the lumber is hard to get. Mixed orders are particularly hard to fill. Chestnut in all grades but sound, wormy is scarce, firsts and seconds and commons particularly so. Ash is also scarce, while maple and birch, both of which are quite active, continue to be pretty stiff in price.

NASHVILLE.

The hardwoods at Nashville are all in strong demand. The devotees of the new association keep much encouraged. Orders are being filled right along. Summer dullness is not being mentioned. Summer vacations are being abandoned. The local building trade is improving. Poplar, plain and quartered oak, chestnut and walnut all attract attention from the buyers. The business footed up the first of the month was encouraging to all the local firms and surpassed by several thousand dollars that of the corresponding period for last year. The local box factories are generally running overtime.

MEMPHIS.

Everything is getting along all right in Greater Memphis. Orders are plentiful, prices are firm. New firms and new factories are coming in. In the words of a complaining furniture manufacturer who did not exaggerate the situation: "There is a wonderful demand for all kinds of hardwood lumber in the Memphis market. Prices are higher than they have been known for years, dry and available stocks

are scarcer." Continuing the same gentleman, who is one of the leading furniture manufacturers in the South, said: "I have been trying to get a lot of L-inch dry gum and for the first time in ten years have been unable to locate this class of stock. Cottonwood is very high, the demand far exceeding the supply. While there is a good deal of lumber being cut, there seems to be scarcely any in the hands of consumers and there is a steady, constant demand snapped up as fast as it is cut."

The local building demand increases. Quite a large amount of cypress is changing hands. Gum continues to find new favor and poplar is in active call.

PLANS FOR THE HOUSE OF HOO-HOO.

So much has been said and written about the House of Hoo-Hoo, the lumbermen's club building to be erected on the grounds of the Louisiana Purchase Exposition, St. Louis, that it has brought out a perfect volume of inquiry as to what this building will look like, the size of it and what will be attempted in the way of privileges for the members. The accompanying illustration will partially answer these questions.

Architectural competition was invited about two months ago, and from the plans submitted the board of governors selected the design of F. C. Bonsack, the well-known St. Louis architect, which, with the slight changes that have been made, is deemed perfect for a building of this character. In general description of the

plan Mr. Bonsack has written the following:

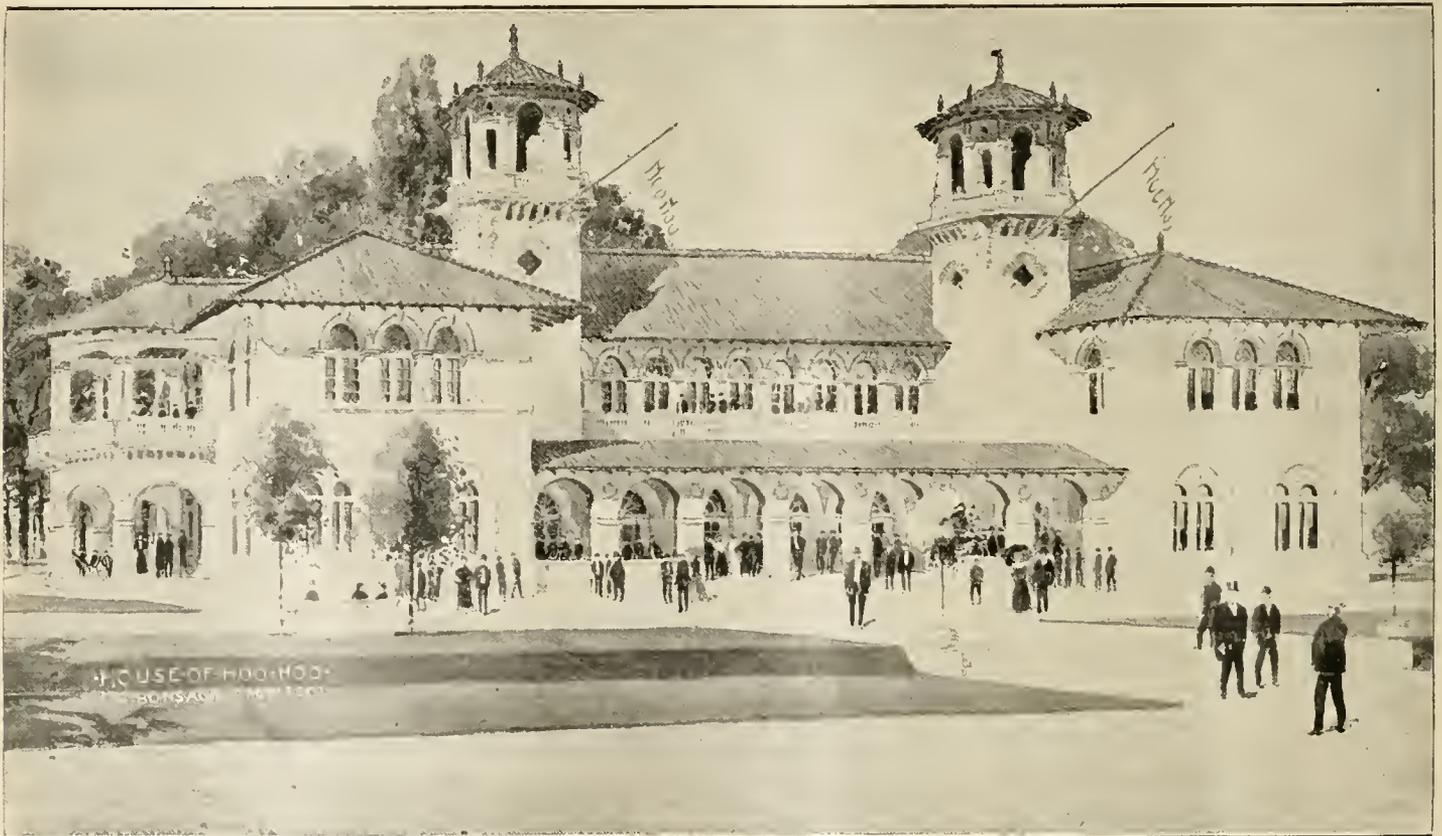
"The general plan, in form, is that of the lettered 'H,' the central court on the front forming the principal entrances, veranda and approaches to the terraces, while that of the rear is surrounded by a peristyle connecting the different parts of the main building with the service building, which, because of the heat of the kitchen, will be detached. Within this peristyle will be arranged a cozy flower garden, with space for tables and chairs, affording a quiet, cool and private place for refreshments.

"The style of the exterior design is Spanish renaissance. The walls will be built of staff and the roof will be of Spanish red tile. The color scheme of the exterior will be a very important factor in the design, the walls being colored a soft Spanish yellow, the roof a deep red, the open timbered work of the wide projecting cornice will be brought out in bright colors to harmonize with the general color scheme, while the two towers will be very ornate in style and will have all the relief work colored to produce a very rich and pleasing effect. The terraces upon which the building will be placed and which will form the green foreground for the composition will be laid out in flower beds planted with flowers in colors to harmonize with the background for them. The long and wide balcony across the central court on the front will be partially sheltered by the wide projecting cornice and, from this point to the

outer edge, it will be covered with an awning colored to match the building. The circular bays at either end of the building will be enlivened with growing plants in especially designed jardinières. From these balconies a vista in almost any direction is possible and they will furnish a refreshing resting place.

"The long span of low red roof over the central pavilion terminating at either end in circular bays, pierced, as it is, with two graceful towers, should form a pleasing sky-line for the yellow building and green foreground and compose a picture creditable to the great exposition of which it is to be a part."

Under the direction of Mr. Bonsack the designing of the interior finish and decorations is already in progress and will form an important feature of the building. The various lumber associations throughout the country will each take a room to finish in each of their special lumber commodities, the whole being made to harmonize and comply with the general design of the architect. In work of this sort Mr. Bonsack has a wide reputation, having had charge of the interior work of the Mercantile Club of St. Louis, and other similar structures. In this way the building will show the results and effects obtained by a proper handling of the various woods and will be a beautiful exploitation of the commercial woods of the United States. The ladies are taken care of in the plans, practically the whole of one wing of the building having been reserved for their use. The assembly hall on the second floor



HOUSE OF HOO-HOO AS IT WILL APPEAR AT THE ST. LOUIS WORLD'S FAIR.

will have a seating capacity of 700 and will be used for all special occasions, such as lumber conventions, receptions of various sorts, lectures on forestry and lumber topics, Hoo-Hoo concatenations, the Hoo-Hoo annual and various other events which will be a feature of the exposition and this club. It is intended that members may receive and handle their mail at the building and every convenience of this sort that will be beneficial will be adopted.

As has been stated in the foregoing, the House of Hoo-Hoo is a club for lumbermen which will have its doors open during the World's Fair to be held in St. Louis in 1904. Broader than this, it is a club for lumbermen, lumber newspaper men, saw mill supply men and railroad traffic officials. Although it derives its name from the Concatenated Order of Hoo-Hoo, a man need not be a member of that order to be a member of this club. The membership fee is \$9.99, payable with the application, and this includes all dues to the club so long as it may exist, which will be until the close of the exposition. The benefits to be derived by members need not be explained to those who have visited other World's Fairs and been at a loss for some home-like place where they could rest, be comfortably taken care of, eat their meals away from the crowded restaurants and meet their friends. Even broader plans than these are gradually being evolved which will make the club wonderfully complete and attractive.

From the office of the secretary of the club, 1,200 Fullerton building, St. Louis, comes the information that the lumbermen throughout the country are taking to the idea with great enthusiasm. While the membership books have been open but a short time there are already members in twenty-six states and territories and the daily additions to the roll are very gratifying. The point is also brought out by him that the fact that the fair has been postponed until 1904 does not in the least lessen the necessity for prompt action in securing the full quota of members, 9,999, as the detailed planning and construction of the building will take at least a year and it is important to have the work completed several months before the opening of the fair, because of the labor troubles and rush which will exist during the beginning of 1904. The importance of this will be seen when it is stated that the full amount must be subscribed before the work is begun. One thing which is particularly pleasing is the number of wholesale lumbermen who are applying for five, ten or more memberships under the promise that they can, by transfer of memberships or by the card system, extend the privileges of the club to those of their customers who are near to them. Because of this enthusiasm in the scheme money is piling up in the treasury, the experimental stage has been passed and it is within the range of possibilities that

many who desire membership in the club will delay making application until the full number, limited by the charter, has been secured.

THE NATIONAL ALL RIGHT.

The National Dry Kiln Company of Indianapolis, Ind., are building a new plant. They have been handicapped for lack of room and facilities for a long time and recently purchased 350 feet frontage on the C., H. & D. Ry., about 15 minutes' ride from the center of the city. The work of construction is going on now.

Mr. Girard states that business is unusually good and that the National is meeting with great success in the hardwood field. The following is an unsolicited testimonial and is only a sample of many letters reaching them:

Richmond, Ind., May 3, 1902.
The National Dry Kiln Company, Indianapolis, Ind.

Gentlemen:—We are pleased to give you an unsolicited testimonial in regard to the three dry kilns which you put in for us last August. We have had the kilns in long enough so we can give them a thorough test in every respect, and have done so, and found them absolutely satisfactory in every particular. We have been drying hickory, ash and poplar, $\frac{3}{4}$ to 3 inches thick, with the most satisfactory results. There was a question in our minds whether or not we could dry hickory and ash satisfactorily, without its checking, and we are glad to state, however, that our fears were unfounded, as we have absolutely no trouble at all in this respect, as the lumber comes out of the kiln with as few checks as it had when it was put in. This result is obtained by thoroughly steaming and moistening the lumber when it is first put in the kiln, before the heat is turned on. The only kind of lumber we use is hickory, ash and poplar, therefore we have not tried to dry any other kind of lumber. However, a kiln that will dry that class of lumber as satisfactorily as your kilns are doing, doubtless will dry any other kind of lumber equally as satisfactorily.

It affords us pleasure to highly recommend your kiln to anyone that wants a first-class dry kiln.

Yours respectfully,

WESTCOTT CARRIAGE COMPANY,
Geo. E. Seidel, Vice-President and General Manager.

NEWS SUMMARY.

The firm of Corbin & Hill of Crawfordsville, Ind., recently sold their plant to the Montgomery Lumber Company, who are now operating same and will have a stock of hardwoods to market in a short time.

The Kirk-Christy Company of Cleveland, O., have sold to the Advance Lumber Company their lumber interests and all unfinished contracts will be completed by the new organization. The Advance Lumber Company are therefore prepared to give prompt and careful attention to all orders. They now have a stock of over 35,000,000 feet of all kinds of hardwoods.

The Phoenix Box Factory, Toledo, O., have established an exclusive wholesale hardwood lumber yard and also carry at

lake shipping points stocks of maple, beech, birch, elm, ash and basswood.

Thompson & Whiting are building a saw mill on the west branch of the Sturgeon River near Marquette, Mich.

The Wabash Screen Door Company will erect their second large factory in Minneapolis. The other factory is at Memphis.

The Anderson Screen Door Company, recently incorporated with a stock of \$100,000, will build a plant in Jamestown, N. Y. They will manufacture a patent veneer door.

The Antigo Manufacturing Company's saw mill and stave factory at Kent, Wis., was destroyed by fire recently.

The Jackson Lumber Company have in course of construction a large new saw mill at Lockhart, Ala.

Messrs. John H. Osborn, A. W. Emery and Louis Petrie are erecting a big factory at Evansville, Ind. They will manufacture only plow handles at the beginning, but it is expected to enlarge the scope of the output in the near future.

The shingle mill plant of the East Jordan Lumber Company was destroyed by fire recently. The estimated loss was \$5,000, fully covered by insurance. It will be rebuilt immediately.

The lumber yard of the Advance Lumber Company at Cleveland, O., was damaged by fire to the extent of about \$25,000 on July 2.

WESTERN EDITION OF THE CANADA LUMBERMAN.

Sixty-four pages are contained in the July number of the Canada Lumberman, which is designated a western edition. The contents are of special interest to the lumber trade of Western Canada. In addition to descriptions and illustrations of many of the leading saw and shingle mills of the West, there appear nearly one hundred portraits of members of the Western Retail Lumbermen's Association, the headquarters of which are at Winnipeg; also several articles bearing upon the conduct of a retail lumber yard. The C. H. Mortimer Company of Toronto are the publishers.

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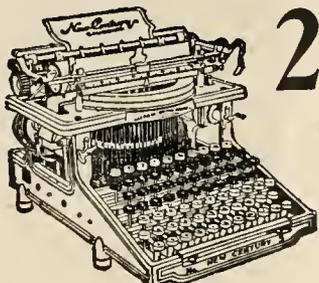
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These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

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- 1104 One J. A. Fay & Co. No. 5 Scroll Saw, complete.
- 1127 One No. 2 Short Log Saw Mill, for material up to 6½ feet in length; complete, with 52-inch circular saw.
- 1135 One Egan No. 3, 36-inch Circular Segment Resaw.
- 1139 One Hoyt Bros. 24-inch Circular Resaw.
- 62 One Rowley & HERNANCE Machine, iron column, each disk running on separate shafts and each disk independently adjustable, disks of iron, one disk with lateral motion governed by a spring for irregular thickness of work, complete with countershaft.
- One Egan Co. 36-inch Triple Drum Sander, eight driven feed rolls running in reverse directions; patent brush attachment, and steel drums and countershaft.
- One Fay 36-inch Haud Feed Sander.
- 841 One J. A. Fay & Co. No. 2 Vertical Single Spindle Sand-Papering Machine, complete with countershaft, latest improved machine.
- 1060 One Goodell & Waters 30-inch Double Cylinder Endless Bed Surfacers; planes 11 inches thick; power raising attachment to bed; four-sided, solid upper cylinder, double belted; lower cylinder two-sided and solid, with countershaft.
- 1085 One Fay 26-inch Double Cylinder Endless Bed Surfacers; top cylinder has four knives and double belted; lower cylinder, three-sided and single belted.
- 1138 One Hoyt Bros. 26-inch Double Cylinder Endless Bed Surfacers, 12 inches thick, divided rolls, cylinder journal 1 15-16-inch, 9 inches long, power hoist, tight and loose pulleys, 14x8 inches.
- 1098 One Houston Sash and Door Mortiser, with straight bed, clamp table, chisel reverse, tight and loose pulleys, complete.
- 796 One Woods Endless Bed Double Cylinder Surfacers, 27x10, divided roll, feeding-out rolls after the lower cylinder, upper cylinder double belted, lower cylinder single belted, power raising and lowering device, excellent condition.

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If you have a special lot of lumber for sale, or want to buy a special bill of lumber.

If you want a good position, or wish to employ a competent man.

If you want to buy or sell timber land or stumpage. Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe Street, Chicago, Ill.

WANTED—SALESMAN.

Experienced hardwood salesman in Chicago. Wholesale car load trade. Address
7-12-1f. M. C. C. care Hardwood Record.

WANTED.

Two or three good lumber stackers at \$10 per week steady work.

7-12-1. THE FARRIN-KORN LUMBER CO.
Winton Place, O.

WANTED—POSITION.

As yardman or traveling buyer and inspector. Thoroughly experienced, wide acquaintance among mills and good references.

7-12-1f. Address B. C.,
Care Hardwood Record.

HARDWOOD LUMBER.

WANTED—Dimension and wagon stock, Northern and Southern pine, shingles and ties. FOR SALE—Poplar squares; all sizes.

G. D. FELLOWS,
Racine, Wis.

WANTED—POPLAR LUMBER FOR CASH.

Saps—1 and 1½ inch.

Selects—1 to 4 inches inclusive.

Firsts and seconds, ½ to 4 inches inclusive.

For delivery between now and February next. State amount you have or will have and time of shipment and prices. We will accept lumber graded under the rules of the Hardwood Manufacturers' Association of the United States and will take same up where quantity justifies sending an inspector.

7-12-1f. Address X.,
Care Hardwood Record.

WANTED—FOR CASH.

1¼ inch Common and Select Poplar, any length.

1¼ inch Good Cull Poplar, 10 and 16 feet long.

1 inch and 1½ inch Basswood.

6-28-1f. L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.

FOR SALE.

Virginia and Tennessee Red Cedar Posts and Boards.
6-28-13. ROANOKE CEDAR CO.
Roanoke, Va.

WANTED.

To purchase the output of mill cutting Poplar Lumber.

6-28-6. STEWART & JACKSON,
1618 and 1619 Union Trust Bldg., Cincinnati, O.

WANTED.

Two cars 1-inch sound wormy chestnut.
One car 1½-inch sound wormy chestnut.
One car 1-inch common quartered sycamore.

6-14-2. GEO. W. STONEMAN & CO.,
1005 Marquette Bldg., Chicago.

FOR SALE—SHIPPING DRY.

300,000 feet 1-inch log run Gum.

50,000 feet 1-inch plain White and Red Oak, shipping cull, common and first and second.

40,000 feet 1-inch log run Soft Elm.

30,000 feet 1 and 1½-inch log run Ash.

30,000 feet 1-inch log run Sycamore.

DECKER COIL HOOP CO.,
Indianapolis, Ind.

WANTED.

Whitewood squares, 5x5 to 10x10, 1st and 2d and common.

Chestnut, 1st and 2d and common, 1 to 2 inch thick. White Oak, 1½ and 1¾ inch.

BUFFALO HARDWOOD LUMBER CO.,
Prudential Building, Buffalo, N. Y.

FOR SALE.

20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
20,000 ft. 2-in. Common Dry Qtd White Oak at 30.00
30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00
20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 85.00

The above prices are F. O. B. cars, Louisville, Ky.
THE NORMAN LUMBER CO.,
Louisville, Ky.

TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

5-31-1f. HAYDEN BROS. LUMBER CO.,
222d and Jefferson sts., Chicago.

WANTED.

Several cars 1-inch Butteront, good log run or rejects and shipping culls.

WESTERN LUMBER CO.,
Cincinnati, O.

WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter saw.

STILLWELL & CO.,
Detroit, Mich

WANTED.

To buy a tract of good timber that can be rafted to Memphis. Address

THE J. W. DICKSON LUMBER CO.,
Memphis, Tenn.

WANTED.

5 cars 2-inch sap poplar; 5 cars 2-inch common poplar.

THE CROSBY & BECKLEY CO.,
New Haven, Conn.

WANTED—FOR EXPORT.

All kinds of logs and lumber. Payment by New York bankers.

DENNY, MOTT & DICKSON,
London, Eng.

WANTED.

Two cars 2-inch cull walnut; mixed car thick first and second walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

W. M. E. LITCHFIELD,
70 Kilby Street, Boston, Mass.

WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.

200 M feet 12-inch and up Walnut logs.

50 M feet 12-inch and up Cherry logs.

C. L. WILLEY,
35th and Iron Streets, Chicago.

FOR SALE.

WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

H. A. LANGTON & CO.
TERRE HAUTE, IND.

FOR SALE.

50,000 feet 2-inch Hard Maple.

50,000 feet 1½-inch Hard Maple.

100,000 feet 1-inch Black Ash.

25,000 feet 1-inch Birch Strips.

10,000 feet Curly Birch.

HOBE-JAYNES LUMBER CO.,
317-318 Lumber Exchange, Minneapolis, Minn.

WANTED.

Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

OWEN M. BRUNER & CO.,
1438 S. Penn Square, Philadelphia, Pa.
Southern Office, Tifton, Ga.

WANTED—HICKORY, OAK AND ASH.

Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

3-8-1f. Room 606, 44 Broadway, New York, N. Y.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak.

WRITE US.

CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO

FOR SALE—THICK MAPLE.

80,000 feet 4-inch first and seconds Maple at the market price; 2½ years dry. Parties wishing to buy please correspond with us.

MESSINGER HARDWOOD LUMBER CO.,
6-14-1f. Foot B Street, Chicago.

FOR SALE.

1 and 1½-inch Indiana and Ohio Quartered Oak. 1-inch Quartered Oak Strips. Plain Oak and Poplar.

6-14-4. H. C. HOSSAFOUS,
Dayton, Ohio.

FOR SALE—OFFICE FURNITURE.

One oak roll top desk.
One walnut roll top desk.
One walnut filing case.
One safe.
Half dozen office chairs.

6-14-2. Address L. M. C.,
Care Hardwood Record.

FOR SALE.

4,000 acres hardwood lumber in Central Mississippi, land or stumpage. Estimate furnished.

7-12-2. NEWT. M. EVANS,
Tuscola, Ill.

EXCEPTIONAL OPPORTUNITY.

I own 10,000 acres virgin hardwood timber land, in one body, on the Trinity River, Texas. Railroad runs across land. Has a phenomenal growth and will cut over 100,000,000 feet of oak, ash, hickory, cypress and gum. I desire to meet a first-class lumberman with capital to join me in making the most possible out of this property.

7-12-2. Address S. R.,
Care Hardwood Record, Chicago, Ill.

FOR SALE—AT A BARGAIN.

One double standard Dry Kiln, which we think as good as any, in good order; has been taken down carefully and stored. All the necessary pipes for a double kiln, each 18x75 feet as it stood. Will deliver F. O. B. cars, either single or double with complement of rail and truck irons. Address

6-14-6. THE FORD LUMBER CO.,
Ford, Ky.

FOR SALE—SECOND-HAND MACHINERY.

One 24x30 engine with balance valve and 15 foot band fly wheel.

One 16x24 box bed plain slide valve engine.

One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.

One No. 7 heavy duty Knowles fire pump.

One Rich gang sharpener.

Lot of wood pulleys with iron flanges.

PHOENIX MANFG. CO.,
Eau Claire, Wis.

TIMBER LAND FOR SALE.

8,000 acres of fine land estimated at 2,500 feet oak, 3,000 feet yellow pine, 1,500 feet hickory, per acre, situated on Pearl River, Mississippi.

5-31-4. KIESER & LUKE,
Osceola, Ark.

FOR SALE—STUMPAGE.

Ten million feet virgin oak and ash stumpage, 70 miles south of Memphis on I. C. R. R. Write to

G. M. BRASFIELD,
Memphis, Tenn.

FOR SALE OR TRADE.

One heavy, double circular mill, 75 H. P.; two swing cut-off saws, one self-feed rip and one band saw, one eight-gauge lathe, one dowell machine, one edger.

6-31-3. Address
H. H. PIATT,
Carrier Mills, Ill.

FOR SALE—CIRCULAR SAWS.

Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 9x10; two 56-inch, 8x10; one 56-inch, 8x10; one 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9x10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

11-30-1f. THE MILLER OIL & SUPPLY CO.,
Indianapolis, Ind.

THE NICOLA BROTHERS CO.,
 PITTSBURG, PA.
 Buyers and Sellers of **HARDWOODS**
 We need one-half million 1-inch by 2 to 5-Inch 8 and 16 feet Mill Culls, resawed. Write us.

E. E. PRICE,
 BUYER AND EXPORTER OF
HARDWOODS, POPLAR AND LOGS.
 I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

Quinnesec Log and Lumber Co.
 Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)
G. F. JOHNSON, Mgr.
 105 Grand Avenue - - MILWAUKEE, WIS.

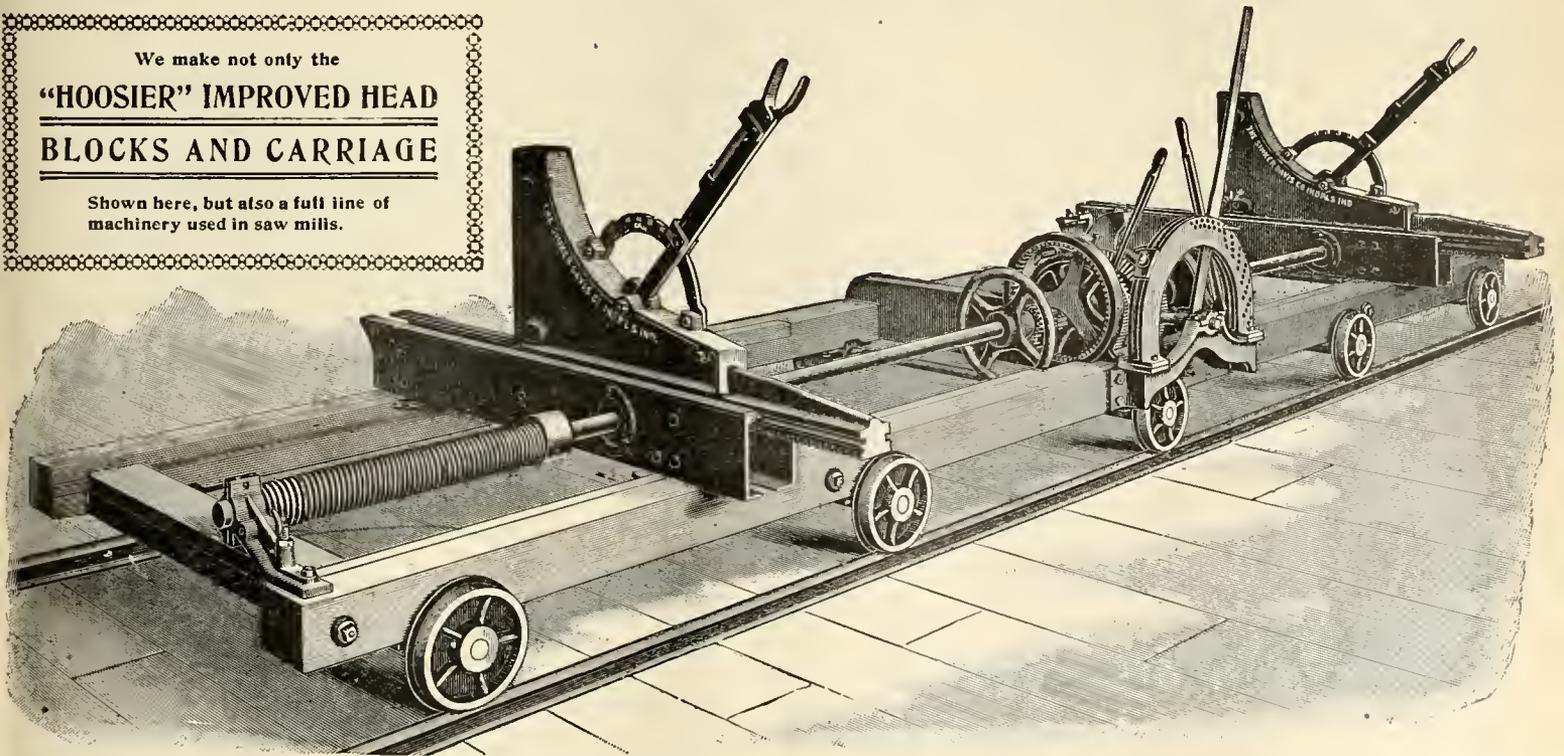
WANTED WHITE ASH and QUARTERED OAK.
 We will pay highest market price for above stock, 1 to 4 inch thick.
LAWRENCE & WIGGIN,
 55 KILBY STREET, BOSTON, MASS.

*If you want to buy or sell anything in hardwoods write **American Lumber & Mfg. Co.,** Pittsburg, Pa.*

MONEY FOR LUMBER.
QUARTERED WHITE OAK, PLAIN WHITE AND RED OAK, CYPRESS, POPLAR, ASH.
 Parties getting out any of the above can make money by writing us. Will contract cut of mills or in less quantities.
TAYLOR & GRATE, Buffalo, N. Y.

THE SINKER=DAVIS COMPANY,

We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE
 Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

INDIANAPOLIS, IND.

LONG-KNIGHT LUMBER CO.,

INDIANAPOLIS, INDIANA,

SOLICIT CORRESPONDENCE WITH MILL MEN
MANUFACTURING

**PLAIN and QUARTER
SAWED OAK,
WHITE ASH AND POPLAR.**

WE ARE ESPECIALLY IN NEED OF SOME
PLAIN SAWED RED AND WHITE OAK.

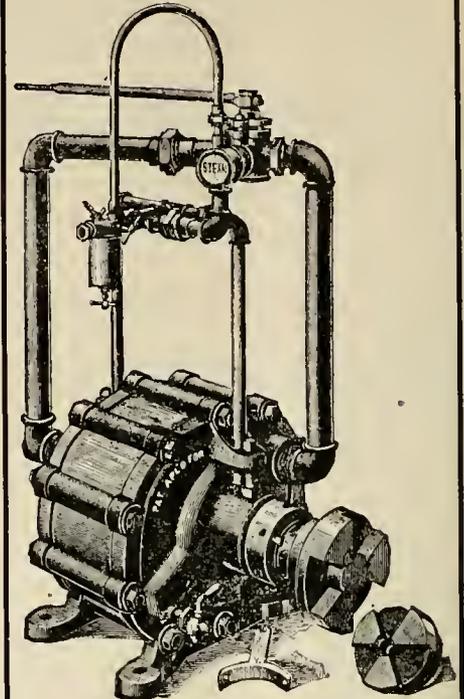
Send us a List of What you Have in all Kinds of Hard-
woods. Quote Lowest Cash Price and
Freight Rate to Indianapolis.

If You

have been trying to
make money sawing
lumber and have
just made expenses,
put in a

Soule Steam Feed

and you will soon
get rich.



SEND FOR CATALOGUE "B."

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**SOULE STEAM FEED WORKS,
MERIDIAN, MISS.**

C. A. WARREN, General Agent for Michigan, Leroy, Mich.

Ferguson & Palmer Co.

Paducah, Ky.

MANUFACTURERS AND EXPORTERS

Hardwood Lumber

PLAIN RED
AND WHITE OAK.

QUARTERED RED
AND WHITE OAK.

POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND
FLITCHES

up to 60 feet long

CUT TO ORDER.

KELLEY SHINGLE CO.

TRAVERSE CITY, MICH.

MICHIGAN LUMBER AND SHINGLES

COMPLETE STOCKS OF ALL GRADES OF

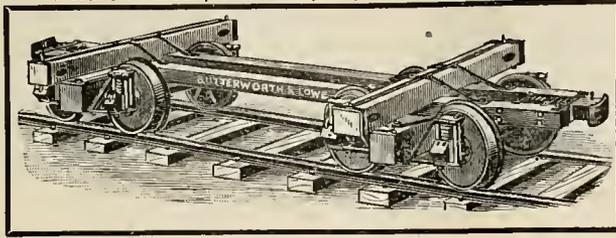
MAPLE, ASH, ELM,
WHITE PINE, BASSWOOD,
CHERRY, BIRCH, OAK,
BEECH, HEMLOCK,

CEDAR SHINGLES, CEDAR POSTS,
WHITE PINE LATH, HEMLOCK LATH,

BUTTERWORTH & LOWE,

7 Huron Street, Grand Rapids, Mich.

Log Cars of
All Kinds
for
Steam
or
Tram
Roads.



Send for Logging Car Catalogue.

Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

WANTED—SECOND GROWTH WHITE ASH.

SHOVEL HANDLE LUMBER.

500,000 Feet 13/4-inch x 5-inch and wider,
run of Log.

Owen M. Bruner & Co.,

1438 South Penn Square, PHILADELPHIA, PA.

Southern Office: TIFFTON, GA.

LOCATIONS FOR INDUSTRIES.

The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, nameiy:

NORTH DAKOTA.	MINNESOTA.	NORTHERN MICHIGAN.
SOUTH DAKOTA.	IOWA.	WISCONSIN.
Ex. Passenger Trains, Fast Frt. Trains Throughout.	MISSOURI.	ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

LUIS JACKSON,

Industrial Commissioner C., M. & St. P. R'y.
660 Old Colony Bldg., Chicago, Ill.

WM. H. WHITE & CO.
BOYNE CITY, MICH.
MANUFACTURERS
**HARDWOODS
AND HEMLOCK.**
ANNUAL CAPACITY { 30,000,000 FEET LUMBER
 { 10,000,000 CEDAR SHINGLES.
CARGO SHIPMENTS A SPECIALTY.

Maple, Soft and Rock Elm,
Basswood, Birch, Beech,
Cedar Posts and Ties,
Hemlock Tan Bark.

RAIL OR WATER SHIPMENTS.

The R. G. Peters Salt and Lumber Company



Richard G. Peters,
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MANUFACTURERS OF LUMBER, SHINGLES AND SALT
DEALERS IN GENERAL MERCHANDISE
Eastlake, Mich.

STOCK ON HAND FOR CARGO SHIPMENT.

Bird's-Eye Maple,

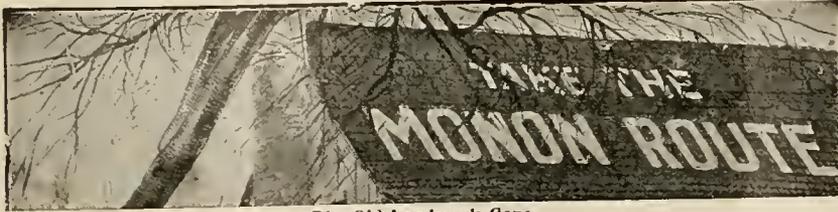
Beech,

Soft Elm,

Birch,

Rock Elm,

White Ash.



The Old Landmark Gone.



NEW HOTEL, FRENCH LICK SPRINGS—Up to date in every particular. All outside rooms. Go and drink from Pluto's spring. Two trains daily, via Monon Route.
City Ticket Office, 232 Clark Street, Chicago.

Good Openings



The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

Saw Mill, Stave Mill, Box, Wagon, Basket and Berry Box, Hub and Spoke, Furniture or Heading Factory,

write us before locating anywhere else.

The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

Potteries, Tiling Factories, Brick Yards, Glass Factories, etc.

The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

Canning Factories and Ice Plants.

For further particulars, write to

E. W. LaBEAUME, G. P. and T. A., ST. LOUIS, MO.

R. S. DAVIS, G. F. A., ST. LOUIS, MO.



YOU ARE ASLEEP

Unless you recognize the fact that in this era of close competition LOCATION and freight rates are the principal factors in the selling and distributing of your products.

The Indiana, Illinois & Iowa R. R.

has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago.

If you were located on its line it could save you money.

No switching charges.

No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

This is worth looking into.

Your increased business means more earnings for the Railroad Company.

Your interests and ours become mutual.

Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

The Indiana Illinois & Iowa R. R.

573 The Rookery
Chicago, Illinois
U. S. A.



Hardwood

of a better quality and in greater quantity is found along the line of the

Timber

Southern Railway

than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

—Have you seen—
"The Southern Field,"

a journal containing much information regarding business openings and opportunities along our line? Write for a copy.

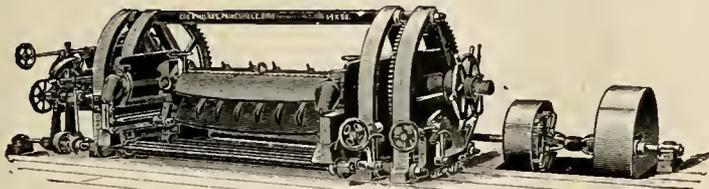
Address

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

or

J. P. OLSEN, Agent,
Land and Industrial Dept.,
225 Dearborn St., Chicago.

IF YOU WANT THE BEST Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.

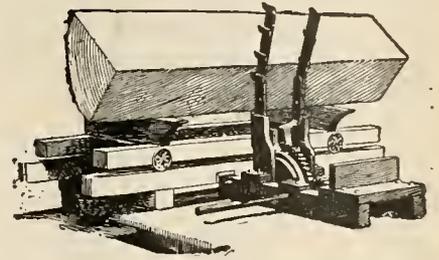


Established 1852.

THE COE MFG. CO., - Painesville, O., U. S. A.

THE EDWARDS LOG TURNER

WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

B. W. EDWARDS - Laceyville, Pa.

Portable Band Sawmill.

This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

We are also prepared to furnish saw carriages and feed works suitable to go with the mill. Address

**PHOENIX MFG. CO.,
EAU CLAIRE, WIS.**

Do You Know

That it will pay you to list your wants in hardwood lumber in . . .

The Hardwood Record?

“SAW AND KNIFE FITTING”

MAILED ON REQUEST.

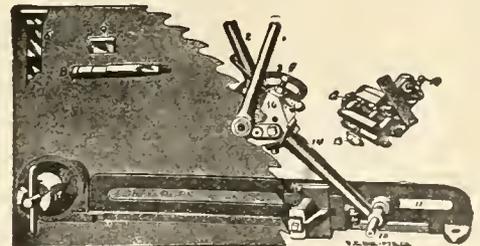
Contains About 200 Pages and is Invaluable to Users of Saws and Knives.

DOUBLE CUTTING BAND SAW FITTING
SINGLE CUTTING BAND SAW FITTING
BAND RESAW FITTING
NARROW BAND SAW FITTING
GANG SAW FITTING
CIRCULAR SAW FITTING
KNIFE FITTING

OUTFITS

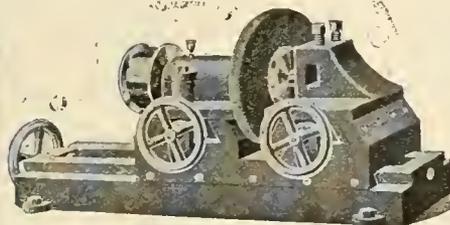
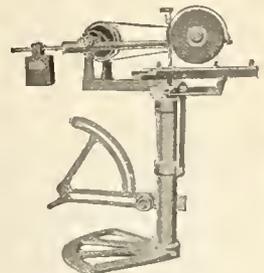
FOR

Saw, Planing, Shingle, Stave and Beading Mills. Furniture, Box, Sash, Door, Blind, Chair, Piano, Organ, Trunk, Carriage, Wagon, Wheel, Handle, Hoop and Barrel Factories, Picture Frame, Moulding, Show-case, Veneer, Excelsior and Wood Rim Factories, Arsenals, Navy Yards, Car Works, Ship Yards, Dry Dock, Etc.

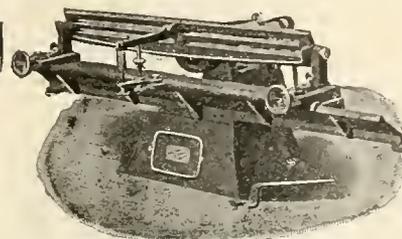


Hanchett Circular Swages.

- No. 65. Swage without Attachments for Saws 6 to 11 gauge.
- No. 65A. Swage with Bench Castings for Saws 5 to 11 gauge.
- No. 66. Swage with Jointing Rig complete, 5 to 11 gauge.
- No. 66A. Swage with Jointing Rig complete, for Saws 11 to 16 gauge.
- No. 66B. Swage with Jointing Rig complete, for Saws 16 to 19 gauge.
- No. 66C. Swage with Jointing Rig complete, for Saws 19 to 26 gauge.



No. 27. The Bolton Band Wheel Grinder with Tool Attachment. 500 lbs. Sidedresser.



Automatic Bench Knife Grinder.

- 6 inch Cup Wheel. No water attachment.
- No. 147, to grind knives up to 26 inches...250 lbs.
- No. 148, to grind knives up to 32 inches...275 lbs.
- No. 149, to grind knives up to 38 inches...300 lbs.

- No. 75 Bolton 72 inch Hand Rip and Cut-off Gummer. 450 lbs
- No. 76. Gummer as above with Planer Knife Attachment. 475 lbs. Best low price Gummer.

ADDRESS

**BALDWIN,
TUTHILL &
BOLTON,
GRAND RAPIDS, MICH.**

Letters like the following would indicate that our motto

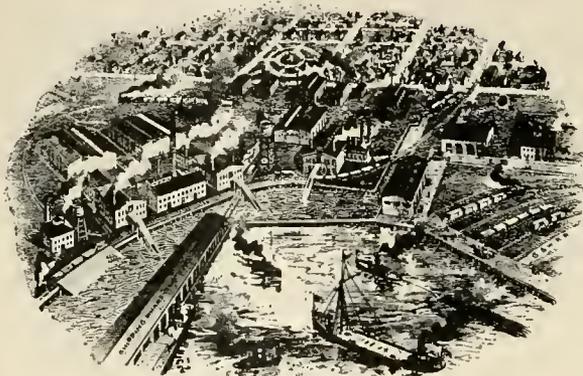
“ATKINS ALWAYS AHEAD”

IS NO DREAM!

The **FINEST** Saws Made Bear the “ATKINS” Brand.
Are You Using Them?

FREEMAN S. FARR, President

ROBT. L. MONTAGUE, Secty & Treasurer



GEORGETOWN, S. C.
CAPACITY OF MILLS 600,000 FEET PER DAY
OF ELEVEN HOURS

Atlantic Coast Lumber Co.

OFFICES,

NEW YORK, N. Y.

BOSTON, MASS.

NORFOLK, VA.

GEORGETOWN, S. C.

Georgetown, S. C., May 19, 1902. *190*

E. C. Atkins & Co.,
Indianapolis, Ind.

Gentlemen:-

The six double cutting band saws you shipped us were received three days ago, and we have got them on the mill. They are spaced just right and from what we can see of them now, they look like they are going to give perfect satisfaction. We are in need of more saws; in fact, have three of "....." just received, which are not what they should be.

We herewith enclose formal order for twelve double cutting band saws, made up exactly the same as the last six, tension, spacing, and everything, excepting, you will note, they are 2" longer. This enclosed order confirms the following telegram, which we have just sent you:-

"Ship 12 band saws same as last shipment, excepting make them two inches longer; wire time can ship part; how many."

Yours very truly,

Atlantic Coast Lumber Co.
By *Raymond J. Farr*
Ass't Gen'l Mgr

E. C. ATKINS & CO.

INCORPORATED.

HOME OFFICE
& FACTORIES **INDIANAPOLIS**

BRANCH HOUSES. NEW YORK CITY, 64 READE STREET
MEMPHIS, TENN. MINNEAPOLIS MINN
ATLANTA, GA. PORTLAND, ORE

LUMBER MILL MACHINERY

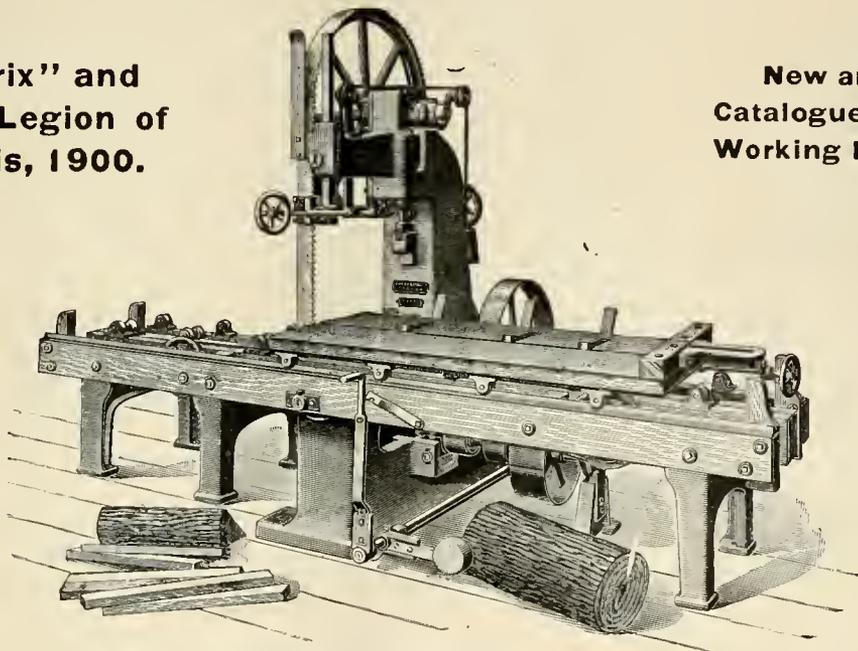
PRICES, CUTS AND DETAILS ON APPLICATION

ILLUSTRATED PAMPHLET ON CARE OF BAND SAWS FREE

THIS MILL WAS PATENTED FEBRUARY 27 AND OCTOBER 30, 1900

**"Grand Prix" and
Decoration Legion of
Honor, Paris, 1900.**

**New and Complete
Catalogue of our Wood-
Working Machinery Free.**



No. 73 New Band Short Log Saw Mill and Edger.

This is an innovation in Band Saw Machinery ; is, in fact, the only kind of this class ever built.

It is built for those who cut dimension stock for handles, spokes, chair and table legs and other such material, and will use a 20-gauge blade or less, thus insuring a great saving in kerf.

The straining device for giving an even tension on blade is a new and improved feature, while the lower wheel, being solid, increases momentum, lessens circulation of dust, and prevents the upper wheel from over-running it.

J. A. FAY & EGAN CO.,
414-434 WEST FRONT STREET, CINCINNATI, O.

FERDINAND BOSKEN. JOSEPH BOSKEN.

Cincinnati Hardwood Lumber Co.,

FINELY FIGURED
QUARTER SAWED OAK **VENEERS** A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

Station N, - - CINCINNATI, O.

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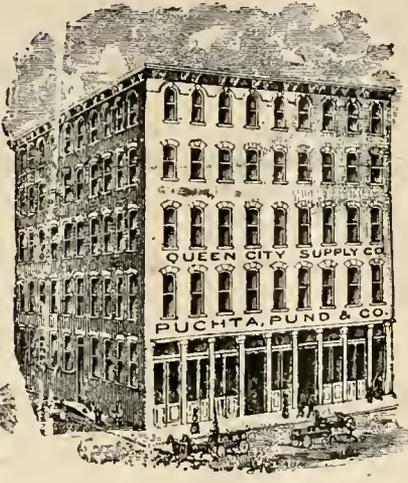
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Vol. XIV.

CHICAGO, JULY 26, 1902.

No. 8.

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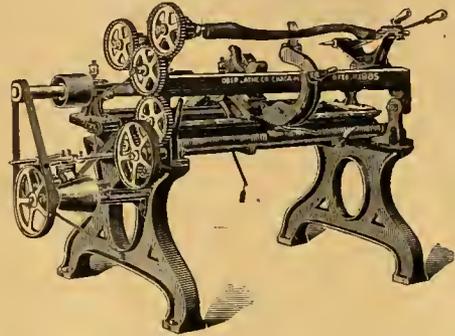
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Two cars 1-inch common plain Red Oak.

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Give rate to Chicago and Grand Rapids and lowest cash price, less 2% for the same.

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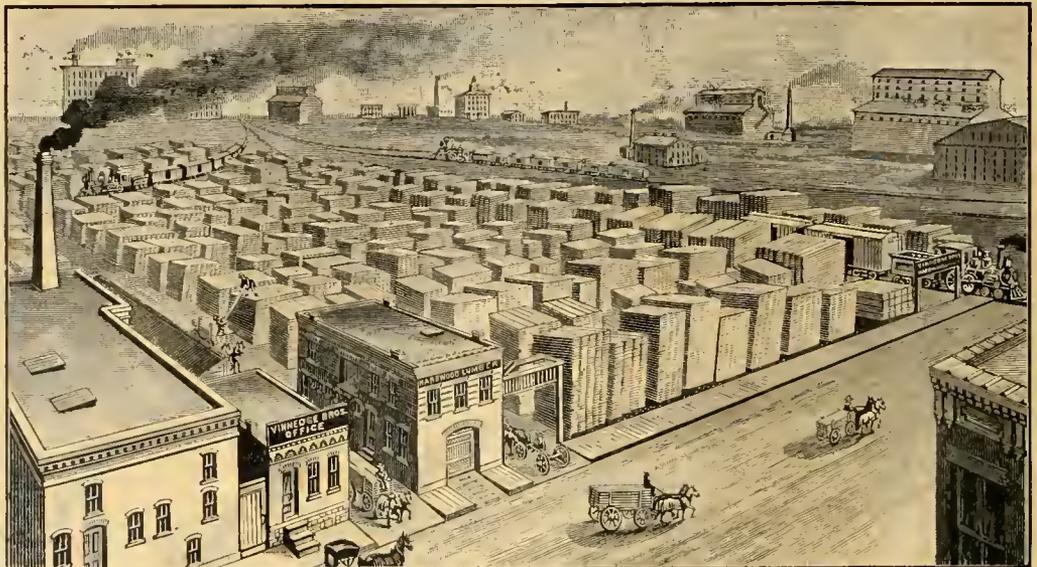
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Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

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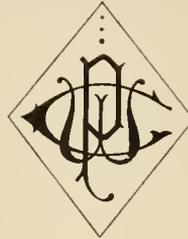
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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10 cars, 1 in., 1st & 2d & com., 6 to 8 mos. dry.
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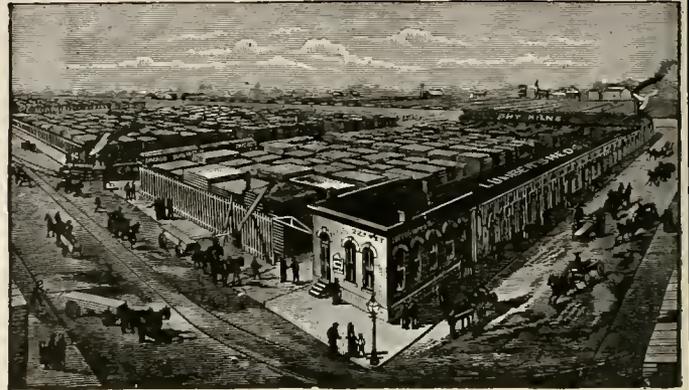
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1 inch Black Ash.
1 inch Birch.
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Someone has the very stock you are wanting. Or someone is anxious to sell what you particularly need.

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WE HAVE IN STOCK

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 2 to 4 inch No. 2 common and better White Ash.
 1, 1 1/4, 1 1/2 and 2 inch No. 2 common and better Beech.
 1-inch No. 2 common and better Birch.
 1-inch No. 2 common and better Cherry.
 1 and 1 1/4 inch No. 2 common and better Soft Elm.
 2 and 2 1/2 inch No. 2 common and better Rock Elm.
 1 1/4 and 1 1/2 inch No. 2 common and better Soft Maple.
 1, 1 1/4, 2 and 3 inch No. 3 common Hard Maple.

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1 car 1-inch 1st and 2nd quartered red oak.
 1 car 1 1/4, 1 1/2 and 2 inch 1st and 2nd quartered red oak.
 10 cars 1-inch common quartered red oak.
 1 car log run walnut and cherry.
 10 cars 1-inch log run gum.
 1 car 3/4-inch 1st and 2nd plain white oak.
 1 car 1 1/2-inch 1st and 2nd plain white oak.
 1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
 2 cars 1-inch common poplar.
 1 car each quartered and plain white oak parquet strips, 1x3 1/2 in., 4 in., 4 1/2 in. and 5 in. wide, 16 in., 20 in., 24 in. and 28 in. long.

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 PLAIN WHITE AND RED OAK,
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1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
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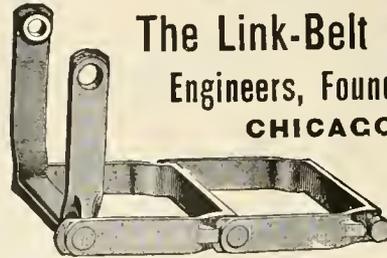
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 AND CAN DO THE SAME FOR YOU.

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THE NATIONAL DRY KILN CO., Indianapolis, Ind.

GENTLEMEN:—Enclosed you will find our check for balance due on contract, and desire to say that we are MORE THAN PLEASED with the HARDWOOD driers.

They work fine with exhaust steam and our Oak comes out in first-class condition. We consider the "National" A 1 in every respect and you are at liberty to use our name as reference.

Yours truly,

W. A. GARNO CO.

By W. A. Garno, Pres't.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

1118 East Maryland Street, INDIANAPOLIS, IND.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, JULY 26, 1902.

No. 8

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

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C. V. KIMBALL,

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ADVERTISING INDEX ON PAGE 25.

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

THE AMERICAN MAN.

The inroads which the Americans are making into the affairs of Europe are wonderful. In almost every line of endeavor their all pervading personality is felt. Through the efforts of Rockefeller, Morgan, Yerkes and others, portions of Europe are being turned upside down.

For many centuries after the settlement of America was begun by the nations of Europe, all the ideas and civilization America had came from across the Atlantic. America was looked upon by the people of Europe as a crude and unformed nation, whose people were uncouth, half educated and wholly inferior to the aristocracy of Europe. Blinded by their own self-complacency they failed to note it when the Americans caught up with and then passed them in the race. That fact was first forced upon them when the European merchants found themselves being crowded out of the open markets by American goods. Then it began to be conceded, reluctantly, that as an industrial and commercial people the Americans had made some advancement, but there was an impression that they were only a nation of money grubbers with no thought or inspiration above the almighty dollar, and the contempt of the swash-buckling aristocracy of Europe for everything American was only increased.

The first jolt their self-complacency received was the result of the Spanish-American war. When that war began there was no European country aside from England in which there was any considerable number of people, even among so-called "educated classes," that would concede the United States had a ghost of a show to win. The fact that we had 70,000,000 people did not impress them to any extent. They believed that a large portion of the population were Indians, in perpetual warfare with the whites, and negroes who were only awaiting the opportunity to revolt. As for the white people, they were merely a lot of money grubbers and would fade before the advance of the high-spirited troops of Spain as mist before the sun.

There is not the slightest exaggeration about the above statement. Such was actually the belief of the people of Europe and the result was as great surprise to them as any other result would have been to us.

It would seem that they should have reasoned that the mechanical genius which had made American machinery so

pre-eminent, would, when applied to the construction of battleships, have produced good results; that the deftness of hand and quickness of eye which had made the American artisan and mechanic the best ever produced, would prove very efficient when applied to the manipulation of fire-arms; that the indomitable spirit which had overrun and subdued a continent would not flinch before a few regiments of half fed, ragged "dagoes." But there are none so blind as those that won't see—and they had to learn.

Now it has occurred to the American that there is a lot of money to be made by taking real twentieth century civilization over to Europe and selling it to the people, and they are doing it. And the people of Europe don't know whether to get mad and have nothing to do with it or whether to go ahead like good little children and accept the benefits.

Under the pressure of circumstances the foreigners are beginning to recognize the good points of the American people, but they are doing it very grudgingly and are beginning at our women. American women, they admit, are mighty fine women—in fact, about the finest in the world, and far superior to the American men. The American man, being merely a money grubber, and—yes—with some plebian ability in handling his shooting machines—is inferior, physically and intellectually to his women folks; but it is thought that maybe the American women may be able in time to make something out of him.

It would seem that the fact that the American man has outdone them in every field of human endeavor, from putting the shot to organizing the industry and commerce of the world, would convince them that he was really a superior sort of a fellow. It hasn't, however, as yet—but it will.

The American man is the foremost man in the world to-day, and his superiority will grow more apparent with each passing year. He is a king and his crown is a workman's cap.

It is probably the workman's cap which offends the European, but he will have to accept it and acknowledge the man wearing it to be his master. If there is anything in his old-fashioned, out-of-date continent which the American man, or his women, wants, he will take it.

As for the American woman, she is what the American man has made her; and of his many noble achievements there is nothing of which he is so proud.

THE IRREPRESSIBLE CONFLICT.

For a couple of weeks past the lumber dealers of Chicago have been threatened with a strike of their teamsters. During the past few months all those teamsters have been brought into an organization and early in the month a notice was left with each lumber dealer setting forth the demands of the union and giving a certain time for the lumbermen to comply with these demands.

After a number of conferences and much discussion a compromise was effected whereby the wages of the teamsters were advanced to \$11 a week for driving a one-horse team, \$12 for driving a two-horse team and \$13 for a three-horse team. They will receive 22½ cents an hour for overtime for single and double teams, and 25 cents an hour for overtime for three-horse teams. A year's contract on this basis was signed by both parties and a serious strike was thus, in all probability, averted.

In this case, as in almost all other controversies which have occurred between capital and labor in Chicago during the past couple of years, the matter of the advance in wages was not the main issue. Employers are generally willing to concede that in the conditions of increased cost of living and increased general prosperity their men are entitled to an increase of pay, and there is not usually much contention over this matter. There was, we understand, practically none at all in the case between the lumber dealers and their teamsters except in regard to overtime. The original request of the teamsters was for time and a half for overtime, but was objected to on the part of the employers because the work of the teamsters is almost entirely done beyond the sphere of observation of the boss and the extra pay for overtime would be a temptation to "soldier" on their trips. A compromise was reached in this matter, however, without much difficulty.

The bone of contention in this adjustment, as in all others of recent date, was in the matter of the recognition of the unions. The recognition of the union is a recognition of the rights of the employes to a voice in the management of the business. At present the unions do not ask much of a voice, it is true, but once the principle that they have the right to any voice at all is conceded the entire system under which business has been done since the beginning of history is weakened, and such action carried to its logical conclusion will eventually lead to the entire destruction of that system and the erection in its stead of a system in which labor and capital are equal partners, or even to a complete reversal of present conditions, to a point where labor will be the dominating influence.

The immense numerical superiority of the laboring classes gives them such an

advantage in this world, where might makes right, that only their lack of intelligence, education and capacity has prevented them from taking matters in their own hands long before this, and if the present system of education be continued another generation will remedy these defects in the make-up of the laboring people.

The methods of many of the labor unions of to-day are very crude and their claims and demands unreasonable and in many cases ridiculous. Such conditions exist in unions in a direct ratio to the ignorance and lack of intelligence on the part of the members and their officers, and it is the crudity of the methods and unreasonableness of their demands which bring them to disaster. It is in such unions that you find large bodies of ignorant foreigners, but the children of these men are attending our public schools and in the next generation, because of the work of these schools, the free libraries and the penny newspapers, the laboring man who has not a fair education and a fairly intelligent conception of existing conditions will be the exception. It is the ease at present that those unions having the highest average of intelligence among their members are the easiest to deal with; when they make a demand it is usually a reasonable demand and they know how to enforce it without resorting to strikes or mob violence.

There is a great revolution in industrial conditions going forward. At the present rate of consolidation and organization it seems only a matter of a comparatively few years until the bulk of the capital and the bulk of the labor of the country will be arrayed against each other in two compact bodies struggling for mastery. What course events will take or what the result will be we do not hazard a guess.

LUMBER INSURANCE REDUCED.

On January 16 of this year the Board of Underwriters in Chicago, proceeding along the lines of a general increase in rates of insurance on all properties, advanced the rate on hardwood lumber in Chicago yards \$2.50 per \$1,000. On the old rates there was considerable dissatisfaction, and when the increase was made a great many of the dealers concluded and served notice that they would discontinue a large portion of their insurance at expiration.

In the early part of June Mr. H. M. Gardiner, who, on account of his long connection with the lumber trade in this city and his particular acquaintance with the insurance features of the business, knowing the injustice of the advance, brought to the attention of the Chicago Hardwood Lumber Exchange a plan for presenting the matter to the Underwriters' Association in such a way as to convince them of the unfairness of the increase on this commodity. Mr. Gardiner suggested that with

the consent of the Exchange he would take it upon himself to compile statistics showing the record of the hardwood business as pertaining to insurance for a period of 25 years, feeling sure that such information would accomplish more with the insurance association than anything else that could be done. In accordance with this plan, the following letter was drafted and sent to the different hardwood yards in the city.

As there appears to be considerable dissatisfaction among the hardwood yard dealers of this city, over the recent advance of rates for fire insurance, and, believing that statistics will show that insurance on hardwood yards in this city has always been a source of profit to the insurance companies, it has been suggested that the Hardwood Exchange prepare a comparative statement of the premiums paid and losses incurred during a period of twenty-five years and present same, with other convincing arguments, to the Chicago Underwriters' Association, with a request that the recent rate advance—on hardwood yards—be withdrawn and reductions be made on the old rates.

In order that this matter may be gone into at once will you kindly favor me with answers to the following questions by return of mail?

What is the total amount you have paid for fire insurance on your hardwood lumber yard during the last twenty-five years, or for such time as you have been in the hardwood yard business in this city?

In case you have not carried a full line of insurance at all times, state the amount you would have paid had you been continuously insured?

Have you ever had a loss by fire on your hardwood lumber yard? If so, state when it occurred and the amount of money collected from the insurance companies.

Do you know of any hardwood lumber yard fire that has occurred in this city within the last twenty-five years? If so, give name of yard and about the year loss occurred.

What is approximately the insurable value of your present stock?

The answers received from this communication, as well as personal visits made among the trade by Mr. Gardiner, showed that the hardwood trade had paid out approximately \$500,000 for premiums during the past 25 years, while the actual losses did not exceed \$6,000. Other features were brought out as a result of this inquiry and the following letter was prepared and sent to the manager of the Underwriters' Association:

Chicago, July 3, 1902.

H. H. Glidden, Manager Underwriters' Association, 159 La Salle street, Chicago.

Dear Sir:—At a meeting of the Chicago Hardwood Lumber Exchange held yesterday for the purpose of discussing the question of insurance rates as affecting the hardwood yard dealers of this city, it developed that, on account of the excessively high rates (i. e., high in proportion to the actual hazard involved as compared with any other class of insurable property) charged by the companies for insurance on this class of risk, many of our dealers have for a number of years been carrying their own insurance and, on account of these rates having been put at a still higher figure in the early part of this year, other dealers have concluded, that unless substantial concessions—justified by the

profitable experience of the past—were made, to discontinue insuring at the expiration of their present policies.

The hardwood dealers of this city have always contended that the insurance premiums paid by them have been a source of clear profit to the insurance companies; that, unlike almost any other kind of insurable property, hardwood lumber yards are not susceptible to damage from fire originating on the premises; that sparks and fire brands from an exposing fire would not of themselves ignite a stock of hardwood lumber, and that, in fact, it would require the hottest kind of an exposing fire, amounting almost to a conflagration, to even partially destroy a hardwood lumber yard.

In order to substantiate these contentions, this Exchange has secured data from all the hardwood yards in Chicago, covering a period of twenty-five years. This information shows that while the dealers have paid out approximately \$20,000 annually—or a total of \$500,000 for the entire period mentioned—in insurance premiums, the actual losses sustained during that period do not aggregate to exceed \$6,000, and the circumstances surrounding each of the fires simply prove the soundness of our contention, viz.: In 1887 George E. White & Co. sustained a loss of \$250, due to the total destruction of a woodworking establishment located in the very heart of their West Lake street yard, and this in face of the fact that their lumber was piled close to the factory on three sides. Several years ago, F. R. Crane & Co., whose yard was then located on North Branch street and Cherry avenue, sustained a loss of \$500 due to a fire which destroyed the Pacific elevators, located next to their yard. In the fall of 1901 the Columbia Hardwood Lumber Company sustained a loss of about \$5,000 (or not over 20 per cent of the value of their stock), and the loss was due to a fire which totally destroyed the plant of the Marine Iron Works, which immediately adjoined the yard. More than this, the big pine lumber fire of 1894 was checked at the west end of the E. Sondheimer hardwood lumber yard, and, although the fire was hot enough to destroy a number of cars—loaded with pine lumber—which were on the railroad switch only fifteen feet from the Sondheimer yard, no damage was done this yard.

In view of these circumstances the Hardwood Exchange feels justified in asking that your organization give the subject of providing a new schedule for hardwood lumber yards, early and favorable consideration. We contend that not only the present rates but those existing prior to the increase of January 16 are too high both as respects hardwood yards located in the Twenty-second street district and yards in other parts of the city, and believe that a schedule of rates based on the experience of this particular class will enable and warrant all hardwood lumber dealers in this city carrying a full line of insurance, thereby increasing the revenue of the insurance companies.

As secretary of the Hardwood Exchange I have been instructed to communicate these facts to you and request that you have the matter taken up for early consideration by the proper committee or officials. Should you consider that any further information is necessary we are ready and willing to furnish it, and if deemed advisable would be pleased to have a committee from this Exchange take the matter up with your committee in person.

Very truly yours,

H. M. NIXON, Secretary.

In addition to this presentation of facts, Mr. R. T. Witbeck, representing the Exchange, visited the manager of the Underwriters' Association and made an oral argument covering all the points.

As to the success of all this effort it can best be shown by quoting in substance the new schedule as adopted by the Underwriters' Association on the 23d inst. This schedule provides a basis rate of \$1.50 in the South Branch lumber district, \$1 inside the old city limits and outside of the above district, and \$1.25 in the suburbs. This amounts to a reduction of \$2.50 per \$1,000 all along the line, and for the first time a distinction is made between the hardwood and pine yards located in the South Branch lumber district.

All of the hardwood yards in Chicago will now be rated and within a short time the firms will be apprised of the new rates.

INVESTMENTS IN DELTA LANDS.

The great fortunes made in the white pine business were not made in the making or handling of lumber, as a rule, but in investments made in white pine stumpage. The same is true of the fortunes being made to-day in the cypress, yellow pine, and Pacific Coast lumber trade. The money is made in the timber. It is the man who owns the timber who is master of the situation. He may permit the saw mill man to make a saw bill of a few dollars a thousand feet, and allow the dealer a small percentage of profit for his services, but the balance is his. The possession of the timber is the main thing; the lumbering operations are merely incidental.

It is a well-known fact that but few large fortunes have been made in the hardwood trade as compared with the fortunes that have been made in other branches of the lumber business. This condition is due almost entirely to the fact that it is the nature of hardwoods generally to grow "thin on the ground," as the farmers say, thereby making the speculative buying and holding of large quantities of hardwood timber so difficult as to be practically unprofitable. This has been especially true of the South. In Michigan and Wisconsin, where hardwoods grow more closely, some handsome fortunes have been and are being made in hardwood timber holding. In the South we have yet to learn of any respectable profits having been made from hardwood timberlands.

We are convinced, however, that southern hardwood timber lands are, at the present prices, exceedingly good investments. Those lands in the Delta country are the most fertile lands in the world and worth much more with the timber cut away than when it is standing. Such lands may be purchased for \$8 or \$10 an acre, with the timber on, and while there is not much profit in removing the timber, the land, as soon as it is cleared,

rents readily for \$5 or more per acre. Land throughout Illinois which rents for \$5 is worth \$100 an acre. Cultivated Delta land will not sell for such an amount today, but the time is rapidly approaching when it will, and as an investment it is worth that much at present.

At the present price at which that land may be purchased it is the best investment of which we have any knowledge. The timber on the land will pay for putting it into a state of cultivation and yield interest on the money while the work is being done. As soon as the land is in cultivation it yields a return of from 40 to 50 per cent a year upon the capital invested, besides which it is steadily and rapidly increasing in value. Very large immediate returns are not possible, but as a permanent and reliable investment Delta hardwood timberlands are as desirable as anything on the market. It is our belief that \$100,000 judiciously invested in that section, will, besides yielding a handsome income in the meantime, grow into a million dollars within twenty years. That is a conservative statement, and will be approved by almost any man familiar with the situation.

That land is being taken up with considerable rapidity, but there is still abundant chance for investment. There is scarcely a day but some such opportunity is presented at this office, but as a rule lumbermen have no spare capital. All they have they are using in their business. The only portion of the proposition which appeals to them is the timber. If the timber may be readily and rapidly turned into lumber, and they may get an "even break" on the land afterward, they will invest; but not otherwise.

Many good things are offered and are going a-begging for the reason that the lands, because of being too great a distance from a railroad, promise no immediate returns.

Such investments are not for lumbermen but for capitalists, and it seems a shame that capitalists do not pay attention to them.

When a man calls upon us with a timber proposition we endeavor to ascertain, first, whether he is looking for a lumberman or capitalist. If his holdings are adjacent to a railroad on a reasonable freight rate it is not difficult, as a rule, to refer him to a purchaser. If his land be distant from the transportation lines, however, and in that country a very few miles render it "distant," he cannot, as a rule, interest a lumberman in the proposition.

As a rule to interest a capitalist in Chicago the deal must be a large one; something that will employ a large block of capital. Consequently there are a large number of small tracts, ranging from 1,000 to 10,000 acres, which, being back from the lines of transportation, are practically unsalable. It looks like a shame, for they could be bought at a very low price, and in the course of a few years would make someone a lot of money.

THE TRAFFIC BUREAU.

Since the organization of the traffic department in the National association, there has been, Manager Hurlbut informs us, considerable inquiry as to the aim and scope of the work intended. A great many, too, have accepted the service of the bureau and have already found its value.

In an interview the other day Mr. Hurlbut explained pretty fully one of the phases of the work, which to the uninitiated would seem like a big undertaking, but which, after all, to an adept is not so serious, and it is an accomplishment that is calculated to greatly benefit the hardwood trade. In substance, Mr. Hurlbut stated that one of the objects of his department would be to effect an adjustment of the rates of freight, that is to say, they would seek to first make them right within themselves, or, in other words, discover any inconsistencies as between lumber and other commodities; second, to see that shipments from a given point would not carry a relatively higher rate to one destination than another, and third, to see that shipments to a given point would have a rate in line with similar points of destination.

In explaining this, Mr. Hurlbut said that in going over the schedules of one of the largest southern lumber carrying roads he had found many inconsistencies which he was sure the railroad company in question would be glad to right on presentation of facts. As an illustration he cited a shipping point a short distance below Memphis whose Chicago rate was the Memphis-Chicago rate plus 3 cents and whose Buffalo rate was the Memphis-Buffalo rate plus 5 cents, thus showing a discrimination against Buffalo of 2 cents. Other similar cases were shown affecting both ends of the line.

This is only one of the features of the traffic department, and will give our readers a fair idea of the good that can be done in the matter of freights. While in this case what is accomplished for the few will benefit the entire trade, there are many other matters that will be handled which will derive a benefit to those only that are members of this department of the National association. We refer, for instance, to claims account of overcharges in weight or rate or car service. Every shipper at times runs up against a knotty claim problem and it cannot be gainsaid that one who knows how and what will appeal to a railroad claim agent can get better results than one not acquainted with the inner workings.

Other hard and fast rules of the railroad companies which at times work against the proper conduct of a lumber business can in specific cases be overcome by co-operating with the freight bureau.

It is hardly a secret that the new department is not receiving full enough support of the trade—in fact, not nearly so much as it deserves, and only about half

as much as is necessary to make it a complete success. This is, perhaps, largely due to the fact that the trade, in so short a period of time, has not appreciated all its advantages. The lumber press, which is supposed to foster all that is good for the trade, should, it would seem, show some anxiety in the success of this undertaking, and we bespeak their influence.

The hardwood trade at large, too, considering the small cost, should come to the support of this scheme. As stated in a former issue, the cost to become a member of this department is determined on the capital rating, the basis being one-tenth of one per cent. It will cost a firm having \$10,000 capital \$10 per year, which, by the way, is the minimum charge, and a firm having \$250,000 capital \$250 per year, which is the maximum charge.

Each member of the association should join the traffic department.

MEETING OF THE INSPECTION BUREAU COMMITTEE.

Pursuant to call by Chairman J. W. Thompson, the inspection bureau committee of the National Hardwood Lumber Association held a meeting at the rooms of the Chicago Hardwood Lumber Exchange at Chicago on Friday, July 25.

The following members were present:

J. W. Thompson, Memphis, Tenn.
E. C. Colcord, St. Albans, W. Va.
W. E. Smith, Cairo, Ill.
A. J. Lang, St. Louis, Mo.
W. W. Knight, Indianapolis, Ind.
W. J. Wagstaff, Oshkosh, Wis.
M. M. Wall, Buffalo, N. Y.
F. H. Smith, St. Louis, Mo.
A. R. Vinnedge, Chicago, Ill.

Mr. E. A. Swain, member of the committee from Cincinnati, sent the following letter:

Mr. J. W. Thompson, Chicago, Ill.

Dear Sir:—I find that it will be impossible for me to attend the meeting at Chicago to-morrow morning, owing to some pressing business.

I trust you will have a full meeting and accomplish all the results that you anticipate.

Regretting that I will not be able to be there and wishing the bureau continued success, I am, yours truly,

E. A. SWAIN.

Thus the entire committee was present with the exception of W. M. Weston of Boston, Mass., and H. B. Lewis of Elk Rapids, Mich.

The meeting was called to make preparation to take care of the great increase of business which has followed the St. Louis meeting of the National association. Since the new rules have been issued the trade has evinced a willingness and desire to do business on national inspection.

Mr. Wagstaff, representing Wisconsin, asked suggestions as to what should be done in the matter of organizing his state and was advised to call a meeting of the Wisconsin association and advise with them in order that the organization of the state shall be made to suit the needs of the Wisconsin people.

There was much discussion of important matters and some important changes considered. The outcome of the discussion was that President F. H. Smith of the National association instructed Secretary Vinnedge to call a meeting of the board of managers at an early date.

It was not considered advisable to give out the matters discussed for publication, at present, so our report is necessarily meager.

Chairman Thompson instructed us to say that the bureau is booming and let it go at that.

At 6 p. m. the meeting adjourned.

The proposed Appalachian forest reserve includes a total of about 4,000,000 acres, which, it is said, can be acquired by the government for not more than \$10,000,000. This sum, which surely is not a large one for a country like this to spend, is not an expense, as most public outlays are, but an investment, upon which profitable returns will be realized almost from the start, and which will yield an annual revenue before the close of the century estimated at from 15 to 30 per cent. It is merely proposed that the government shall buy the timber and handle it as a productive forest, cutting the trees as they mature, and, while preserving the forest intact, make it a self-sustaining and even a profit-earning enterprise.

It is evident from this outline of the plan that the control of this tract by the national government would not mean that the timber is not to be cut, or that the amount available for consumption would be lessened, but that the land would be maintained perpetually in forest, and so handled as to grow as much good saw timber as possible. Sooner or later this system of handling timberlands, and especially such tracts as are not available for other purposes, will be generally adopted by both public and private owners; and one purpose in view in promoting the plan of a great Appalachian reserve is to demonstrate the practicability of such treatment of the mountain timber of the South. Once in practical operation, the reserve would furnish a most valuable object lesson to timber owners, and would no doubt lead to a vast improvement in lumbering methods throughout the mountain regions.—St. Louis Lumberman.

Owen M. Bruner & Co. have a few cars of "Dependable" rift sawed Georgia yellow pine flooring which they are especially offering, as will be noted in our advertising columns this issue. It is "dependable" in manufacture, "dependable" in quality, "dependable" in low prices, and you can "depend" on getting prompt shipment. Their main office is 1438 South Penn square, Philadelphia, and branch office at Tifton, Ga.

A saw mill belonging to Lee Thomas, situated near Rockhold, Ky., was destroyed by fire recently.

The Man About Town.

BY C. D. STRODE.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

(CONTINUED.)

THE INFLUENCE OF INDIANA.

We come now to what is to me the most interesting portion of the history of the National association—the work of the Indiana members.

I believe that if it had not been for the work done by the Indiana members, the National association would have failed. They furnished the connecting link between the manufacturers and dealers, and by their efforts the two elements in the association were harmonized. Had it not been for that work the manufacturers and shippers of the South and West would to-day have a just grievance, and the Hardwood Manufacturers' Association of the United States would to-day have a much stronger following than it has.

And the work was done just in time. Had it been delayed another six months, it would have been too late to save the National association. At least, that is my opinion, and I was watching things pretty closely. There was strong talk nearly two years ago of organizing a manufacturers' association in opposition to the National association, and it was stronger in Indiana than anywhere else. When the Indiana association came to Chicago in May, 1901, asking for changes in the rules, the entire situation was set on a hair trigger, and if the Indiana people had not been met in a spirit of fairness and conciliation, there would have been serious trouble ahead for the National association.

A large manufacturer of hardwood lumber in the State of Ohio came into the office of the Record on the morning of the first day of the Chicago meeting, and delivered himself as follows:

"Well," he said: "I am here again, but I fear this will be the last meeting I shall attend."

"What's the matter?" I asked. "Nothing especially," he said, "only this association has had time enough, and if it ever intends to do anything for the manufacturers it is time it was doing it. I understand there is to be an organized fight made here by the Indiana people for a modification of the rule on oak, and unless some concessions are made you may count me out. When a buyer comes to my mill to buy lumber and asks me if I will sell on National rules, I either want to tell him I will or else tell him I am not a member of the association, don't approve of it, and have no use for it. I've made up my mind that it is going to be one thing or another, and this meeting will decide."

That statement, I believe, fairly represented the feeling of most of the oak manufacturers who attended that meeting, and but for the gallant fight of the Indiana

people, there would have been no concessions made and there would have been serious defection from the ranks of the National association. Some concessions were made, however, and although the Indiana people only got a portion of that to which they felt entitled, it was enough to encourage those interested to believe that they would ultimately get all that was due them.

The result proved the wisdom of their course, for at the St. Louis meeting everybody else stood aside and practically allowed the Indiana people to make the rules on oak lumber.

But we are getting ahead of our story.

* * *

Ever since the National association had been started, Mr. Sam Burkholder of Crawfordsville, Ind., had been one of its strongest, most sincere and most consistent supporters.

He believed in organization, he said, and thought the Indiana hardwood people ought to get together and form an organization of their own.

Tom Christian told him it would be a cold day when he got the Indiana people together—and sure enough it was—the coldest day I ever saw. The thermometer stood at 20 degrees below zero, with a gale blowing from the northwest, which found every crack and crevice, and rendered the Grand Hotel at Indianapolis, with its feeble, flickering fires of natural gas, the coldest place I ever saw. I had never been so cold before in my life and hope I may never be so cold again, as I was on the day the Indiana Hardwood Lumbermen's Association was organized.

Of course, hardly anyone attended the meeting. By counting those who were present and those who might have attended if the weather had been warmer, the lumber papers managed to make a pretty good showing of "those in attendance," but any casual observer, seeing the half dozer blue-nosed, shivering men organizing the Indiana association would not probably have been seriously impressed.

There was some question raised as to whether, under the circumstances, it would be wise to attempt to organize, but Mr. Burkholder's cheerful optimism overcame all objection and the organization was launched upon its useful career on February 9, 1898.

Mr. Burkholder was elected president and Harry Christian secretary. At the second meeting of the association the inspection rules of the National Hardwood Lumber Association were adopted. None of the Indiana members used the rules and none intended to, but it seemed the duty of a progressive association to aid the movement for uniform inspection, and as the Indiana association was doing its best

to be progressive, it adopted the National rules.

And so the Indiana association plugged along, holding an occasional meeting and discussing forestry, and one thing and another, and furnishing but little evidence that it had any excuse for living, or that it was even worth the \$2 a year it cost its members. Sam Burkholder thought it was all right and had faith that it would amount to something or other after awhile, and the balance of the members were willing to leave it to Sam.

* * *

The attitude of the hardwood lumbermen of all classes toward the National association and the National rules of inspection at that time was very curious. There was but little opposition to the National association. It was regarded much as a "Business Men's League" in a small city is regarded, or as a "Society of Foreign Missions," or similar progressive or benevolent organizations are regarded. Nobody can deny but that they are all right in their way, but that they will ever amount to anything very few believe.

As for the National rules of inspection—oh, well, they were about as good as any and it was surely better to have only one set of rules than a dozen. As for selling their lumber on those rules, the Indiana lumbermen had no more idea of doing so when they adopted them than they had of flying. They simply adopted them as a matter of form because it seemed the thing to do and there was no harm in it.

A custom of grading lumber had grown up in Indiana, during the past quarter of a century, which was well understood and generally adhered to by Indiana lumbermen. As yet, no attempt had been made to embody that custom into a set of rules. All the rules which had been in force previous to the National rules had been made by the dealers in the central markets and had been made to produce ideal grades of lumber, from the dealers' viewpoint, rather than to define the practice upon which 90 per cent of the hardwood lumber business was done. Some lumber was bought on those rules, to be sure, usually from those who could not help themselves, but there were very few well-posted lumbermen, who were financially independent, who sold or delivered lumber on those rules.

The Indiana lumbermen belonging to the Indiana Association did not sell to the dealers as a general thing, but where they did they sold on the grades established by custom, which were from 15 to 25 per cent lower than the grades called for by the National rules. Most of the lumber sold to dealers by the Indiana people was for shipment East, and so long as the consumers of that section did not object to

the Indiana grades the dealers made no objection.

Such were the conditions under which the inspection rules of the National association for the first two years were offered to the trade: at least, in so far as these rules applied to the hardwoods of Indiana and the South, and the action of the Indiana association in adopting those rules was entirely perfunctory and did not mean anything or amount to anything.

* * *

In the meantime, however, a new condition was growing rapidly out of the old. Consumers of hardwood lumber had heard of the National Hardwood Lumber Association and were growing curious about it. They had heard of the movement for uniform inspection and of the uniform National rules and wanted to see them. It had not been the intention that those rules should fall into the hands of the consumers, but a salesman anxious for an order is not apt to allow an abstract principle to stand in his way, and any consumer that wanted a set of National inspection rules had little difficulty in getting it; and frequently he got it with the understanding that it was bestowed as a special favor, that the rules were not intended for him, etc. So that by the time the National association had been in existence a couple of years, the consumers were pretty well supplied with National rules and had learned that under those rules much of the lumber they were receiving as firsts and seconds could be reduced to a common grade and had at a common price.

Just about that time, too, the consumers were having more lumber offered them than they could use and were in a very independent position. Following the boom times of 1889 there was a period of a year and a half of oversupply of hardwoods, when it was difficult to find customers.

During that eighteen months, I believe there was more trouble and loss on account of inspection than ever before in the same length of time. Certainly much of that trouble was caused by the National inspection rules, because of their being much more severe than the custom of the hardwood trade had established. Instead of being a protection to the hardwood trade, it was through the rules that the trade sustained its greatest losses. A lumberman would ship a customer a grade of lumber such as he had been accustomed to make, and which had theretofore been satisfactory, and the customer would apply the rules of the National association and find 20 per cent or more of lower grade. The lumberman could not call for a reinspection under the National rules, because he knew that under those rules the lower grade was there. Under the old system, when the customer would apply the Chicago rules, or the St. Louis rules, the shipper could repudiate these rules and declare he would have none of them; but how could he repudiate the rules of the

Secured Reduced Insurance Rates.



H. M. GARDINER,
CHICAGO, ILL.

Mr. Gardiner, who was the chief instrument in securing the reduction in hardwood lumber insurance rates in Chicago, as reported elsewhere in this issue, is the same quiet but industrious worker who has more than once shown his value to the lumber trade. For a period of ten years he served as assistant secretary of the Lumberman's Association and in that capacity became thoroughly acquainted with the lumber interests of the city and more particularly as to the insurance phases since he was also at the time promoting the welfare of the Lumbermen's Mutual Insurance Company. Two years ago, or a little more, he started out on his own hook and has built up a lucrative business. This latest conquest which he accomplished unaided save by the help of the clark of the Exchange, will save the hardwood lumber yard dealers of Chicago over \$2,500 per year, and a natural conclusion would be that Mr. Gardiner has served his own interests at the same time. The Record indorses him and promises the hardwood trade of Chicago that with a little reciprocity they will hear further from him to their own advantage.

National association of which he was more than likely a member?

I believe the National association would have been abandoned then and there only for the certainty that its rules would survive it. Too much progress had been made to stop or turn back, however, and something had to be done.

* * *

The situation had just began to reach an acute stage when, in April, 1901, a meeting of the Indiana Hardwood Lumberman's Association was held in Indianapolis to outline what would be asked of the National association at its meeting to be held in Chicago on May 24 and 25.

I arrived in Indianapolis from Cincinnati shortly after noon and found the Indiana lumbermen holding the first real meeting they had ever held. There were twenty-five or thirty of the leading hardwood lumbermen assembled in one of the parlors of the Grand Hotel, and they were an earnest, not to say an angry, lot of men.

The subject of attending the Chicago meeting was under discussion. One lumberman after another arose in his place and denounced the National association as having done more harm than good. Finally one speaker made a very strong and concise statement of the case, setting forth that the rules of the National association on oak were merely the old Chicago and St. Louis rules combined; that those rules were notoriously unfair to the shipper; that the National association was dominated by lumber dealers and that it was time for the manufacturers and shippers of lumber to form an association of

their own and formulate rules which would represent the custom of the trade.

This speech was received with great applause and it was evident the speaker had his audience with him.

President Burkholder, than whom there is no more loyal supporter of the National association, was plainly worried by the course of events and called on me to give the members my ideas as to what would be done at Chicago.

While listening to the speeches I had been getting warm under the collar myself. I couldn't deny but that the National rules had done more harm to the Indiana lumbermen than they had done good; I couldn't deny that those rules, so far as oak was concerned, were merely a compound of the old Chicago and St. Louis rules; that those rules had been made originally by the dealers and that they were more severe than the custom of the country warranted. I agreed with them so far but disagreed with them as to who was to blame. Of the twenty-five or thirty lumbermen present there were only three or four I had ever seen at a meeting of the National association, although I knew that there had never been a meeting of the National association to which each of them had not received repeated and urgent invitations; and while I knew, in a general way, that the rules of the National association affecting woods manufactured by Indiana lumbermen were not satisfactory, I had never known of the Indiana lumbermen offering a substitute for those rules. I knew of one thing which the Indiana lumbermen had no means of knowing,

namely, that the motives and intentions of those who were pushing the National association were of the best, and that what they desired above all things was to have the Indiana people come to the meetings and make a fight for what they wanted. I knew they would get lots of help where they probably least expected it, but I felt that until they had made a reasonable effort to secure such legislation as they considered necessary they had no right to criticise the work of the National association; and I told them so.

I told them of what the Michigan people had accomplished merely by making an effort, and gave it as my belief that if they would formulate their ideas on inspection into a set of inspection rules and send a strong delegation to Chicago to make the fight for them, that they would receive fair and courteous consideration, with the chances good that their rules would be adopted. If they made the attempt and failed to receive fair treatment then the matter of organizing another association became pertinent and we could give it attention.

After some further spirited discussion it was decided to appoint a committee to draw up a set of rules, send a strong delegation to Chicago to present them and if no disposition was shown to bring the National rules into closer conformity with the custom, the matter of doing something else would come up for consideration.

The committee was appointed, a set of rules on oak was drafted and the meeting adjourned.

* * *

The Indiana people came to Chicago strong in numbers and determination. The fight they made over the inspection of oak was the most memorable in the history of the association, and when at the close of the first day's session, J. W. Thompson secured an adjournment to prevent the meeting breaking up in a row, the National association was at the crisis of its existence.

It was a contest between the old idea of having a set of inspection rules so rigid that no one would sell on them unless he was forced, thereby leaving everyone free to do business any way he could, against the new idea of having a set of rules approaching as nearly as possible the custom of the country, upon which it was designed that everyone should do business; the old idea of making the profits out of grade manipulation against the new idea of buying and selling straight grades. There was never any doubt in my mind as to which idea would ultimately prevail in the trade; the only question was as to what would become of the National association.

That night an earnest but quiet campaign looking to a compromise was carried forward, with the result that an agreement was reached, and when the question of the oak rule came up the next day it was disposed of in about fifteen minutes.

The Indiana people got what they

wanted in the common grade and gave up what they asked in firsts and seconds—for the time being.

The percentage of cutting in common oak was reduced from 75 to 66 $\frac{2}{3}$ per cent. While things were being handed around A. J. Lang of St. Louis thought he would take a slice, so he moved that sap to one-half the width, in plain oak, be considered no defect. This was not down on the card, but it went through.

* * *

The Indiana people had expressed themselves as satisfied with the result of the Chicago meeting, in regard to rules, and as the Inspection Bureau committee had, at that meeting, passed a rule to enable manufacturers and shippers to provide themselves with National inspectors at their mills and yards, it seemed to me up to the Indiana people to appoint a lot of inspectors and go to doing business on National rules.

That is one feature of my view of the work of the National association—I have been in earnest all the time; didn't have any more sense. I know now that in a good many instances a good many lumbermen were talking and working "through their hat," so to speak—but I didn't know it at the time. I went tramping around in the most deadly earnest all the time, and I expect a good many lumbermen indulged in a quiet grin at my expense.

Anyhow, it occurred to me to take a trip through Indiana shortly after the Chicago meeting and enjoy myself by watching the Indiana lumbermen shipping out lumber on the National rules; or if they were not using the National rules I would learn the reason why.

So I took a trip through southern Indiana and found everything running just as usual. Nobody had applied to have a National inspector appointed and nobody was selling oak on National rules.

"Yes, we've got the common oak rule all right, but firsts and seconds are the main thing," said one. "They have made some concessions on common, which we are glad to get, but we are having more trouble with our inspection than ever before and that rule on firsts and seconds is too hard and is making trouble. I grade my lumber from the saw and pile the grades separate. When it is dry enough, I take it down and ship it. When I take down a pile of first and seconds graded from the saw I expect to lay out five or six per cent for deterioration in drying; but if I graded it strictly on National rules, I'd be forced to lay out 20 per cent, and in quartered oak that means a loss of all the profits. Am I selling on National rules? Not a bit of it, except as I am forced to. I wouldn't pay any attention to those rules only that when I ship a car of lumber to Boston, or New York, or Grand Rapids, or Chicago, to a customer graded as I have been accustomed to grade it, he will inspect it according to the National rules and knock a thousand or two

feet into the common. The National rules are hurting my business every day."

I heard a great deal of such talk which I reported to President Burkholder when I arrived at Crawfordsville, and to Secretary Vinnedge of the National association when I returned to Chicago.

* * *

That such a condition existed and that so large a body of lumbermen (not by any means confined to Indiana) believed the National rules were doing more harm than good was a source of genuine disappointment to the officers of the National association. They had worked hard and faithfully to make the association a benefit to the trade, and to have this sort of a feeling against their work was a source of regret.

Every day it was becoming more evident that unless the National association rules were made to conform more nearly to the custom of the trade they had better never have been published.

The upshot of the whole matter was that President Burkholder called a meeting of the Indiana association for October 10, 1901, to which all the officers and directors of the National association were invited; there being a sort of an understanding, although nothing definite had been agreed, that if the Indiana people would let it be known what they wanted in the way of inspection on oak, and their wants were anywhere in the bounds of reason, an endeavor would be made to have the Board of Managers of the National association make the changes at once.

That meeting of the Indiana association was the most largely attended of any in the history of the organization, not only by Indiana lumbermen but by lumbermen from outside the state, and Messrs. F. H. Smith, J. W. Thompson, M. M. Wall, A. R. Vinnedge, W. A. Bennett and others of the Board of Managers of the National association.

Mr. McCouneil of Nashville was present with a set of rules on poplar, which had been endorsed by the Nashville lumbermen, and Wm. Threlkeld of Evansville was present with an entirely new set of rules, covering not only oak, but all hardwoods.

At a preliminary caucus, held the evening before the meeting, the officers of the National association urged that the Indiana people confine themselves to the rules on oak, stating clearly and briefly the changes they wished made, and leave maple, beech, cottonwood, poplar, etc., alone.

At the meeting the next day, however, the rules of Wm. Threlkeld on all hardwoods, except poplar, and Mr. McCouneil's rules on poplar, were adopted. The members of the Board of Managers of the National association were much disappointed at this action, but being present merely as invited guests they could take no part in the discussion. They were disappointed because they had made considerable sac-

rience of time and money to attend the meeting, hoping to be able to afford the Indiana people relief in the matter of oak inspection, and the action of the Indiana association in attempting a complete revision of rules on woods in which they had not the slightest interest, effectually put a stop to any action on the part of the Board of Managers. For, while the Board might have taken the responsibility of changing the rule on oak, it was, of course, utterly out of the question to even consider the advisability of making a general revision of the rules.

So the whole matter went over until the next annual meeting; but I am firmly convinced that if the Indiana association had confined its recommendations to the rules on oak, they could have secured such rules as they wanted six months before they did.

As the time for the St. Louis meeting drew near President Burkholder called a meeting of the directors of the Indiana association at Indianapolis, to which I was invited.

That meeting was attended by President Burkholder, Secretary J. M. Pritchard and Directors Henry Maley, J. C. Wood and C. H. Burnaby, two directors, Mr. Swain of Seymour and Mr. Stimson of Huntingburg, being unable to be present.

Being asked what, in my opinion, would be done with the inspection rules at the St. Louis meeting, I stated that I believed there would be a thorough revision and that the Indiana people would be conceded the privilege of making the rules on oak.

"I do not believe" I said "that much attention will be paid to your rules on other woods, nor to any attempt that may be made to change the form of the present rules to something entirely new and strange; but I thoroughly believe, from what I know of the sentiment of the trade, that if you gentlemen will prepare a set of rules on plain and quartered oak that those rules will be adopted.

After thoroughly discussing the matter, it was unanimously decided to have Mr. Pritchard, the member of the National rules committee for Indiana, present at St. Louis a set of rules on oak and leave everything else alone.

A set of rules on oak was accordingly drafted, Mr. Pritchard presented them at St. Louis and they were adopted.

And that is a true story of what the influence of Indiana has been in the National association, and how the Indiana lumbermen succeeded in dictating the rules on oak lumber.

The Ford Lumber Company of Ford, Ky., state that "demand for poplar is strong and at advanced prices. Stocks of logs and lumber are short and we look for a further advance of \$5 per thousand feet on best grades, and proportionately on siding. We are unable to fill orders that come to us, or give satisfactory answers to inquiries as to where stocks can be secured, when we can't furnish it."

LOCAL GOSSIP.

Among the recent visitors to the Chicago market was Mr. A. R. Vansiekle of A. R. Vansiekle & Son, Tamms, Ill.

* * *

The Lesh & Matthews Lumber Company have finally gotten into their new quarters downtown. They have, as previously announced, given up the yard business in Chicago and will conduct a strictly wholesale business, with yards at Memphis and other points South. Their new address is 1005 Marquette building.

* * *

O. O. Agler, secretary and treasurer of the F. W. Upham Lumber Company, is back in the harness again after two or three months' absence on the east coast for the benefit of his health. Mr. Agler has fully recovered and the only sign that he is not himself again is loss of about twenty-five pounds' weight.

* * *

Charles J. Starke and Charles Christianson of Arcadia and Manistee, Mich., respectively, were a pair of visitors to the Chicago market this week, and incidentally favored the Record office with a call.

* * *

C. L. Adler, proprietor of the Adler Lumber Company of Lyons, Ky., arrived in Chicago Friday of this week after a three weeks' visit among the trade in the east. He reports trade quite active and the "Superior" brand of flooring in excellent demand.

* * *

The Record office was favored this week with a call from Mr. Schwamb, an old-time hardwood lumberman of Chicago. Mr. Schwamb has practically been in business retirement since closing out the Schwamb Lumber Company's business here in 1897. He has, however, interested himself in lands in Idaho, which he believes will prove a good investment.

* * *

J. P. Schm, formerly connected with the Hardwood Export Company of Mt. Vernon, Ala., is in the city this week calling on friends in the trade.

* * *

Thomas McFarland has been spending a couple of weeks at his home in this city. He returns to Cairo the early part of next week to look after business at that end of the line.

* * *

W. W. Whieldon, assistant surveyor-general of the National Hardwood Lumber Association, passed through Chicago on his way home from an extended trip throughout the South. He reports the new rules of inspection as being favorably regarded everywhere.

* * *

Mr. J. Edward Smoot of Memphis, who used to be a log man "pure and simple," has for the past six months been connected with Heath, Witbeck & Co. of Chicago as southern buyer. Mr. Smoot was in Chicago this week and made a call at this office. He said being a log man pure

and simple was not what it had been represented to him. Being "pure" was a great handicap and being "simple" was absolutely fatal.

* * *

Mr. J. B. Grant, southern representative of the Buffalo Hardwood Lumber Company of Buffalo, was in Chicago Thursday on his way to South Haven, Mich., where he and his family will spend a few weeks' vacation.

GOTHAM GLEANINGS.

It is probable that some definite action toward a uniformity of terms of sale will be taken by the trustees of the National Wholesale Lumber Dealers' Association in the fall. A week or so ago Secretary E. F. Perry went to Toledo, O., to be present at a meeting of the committee on terms of sale. The matter was thoroughly discussed from every standpoint, those present including, besides Mr. Perry, A. L. Stone, of the Nicola-Stone Lumber Company, Cleveland; Mr. Mitchell, of the Mitchell & Roland Lumber Company, Toledo; Wm. B. Mershon, Saginaw, Mich., and E. B. Foss, Bay City, Mich. The committee's recommendations will be acted upon as soon as the trustees meet.

* * *

That freight-rate war is on in earnest. It has brought the figure for carrying all kinds of goods to South Africa from this port to 10 shillings a ton, or about \$2.50, which is 21 shillings threepence less than the lowest rate from London. One of the new lines, though—the Houston—has just secured contracts from the British South Africa Company, the Rhodesia Railway, the Consolidated Gold Mines, De Beers, and all the affiliated firms, to ship all the machinery and merchandise needed for several years, and the result of this may naturally be to end the war for good and all, as 10 shillings is a ruinous rate for the service.

* * *

J. Q. Barker, of the Kanawha Hardwood Lumber Company, Charleston, W. Va., and Andrews, N. C., was a recent New York visitor.

* * *

The majority of the creditors of the Hawley Box Company, Eleventh avenue and Thirty-fourth street, have agreed to a composition at 20 cents on the dollar, and \$7,100 cash has been deposited to pay it. Amended schedules show liabilities, \$35,698, and assets, \$19,777.

* * *

Mr. Whiting, who is the president of the company, is enthusiastic over the prospects of the fall season. He says the mill has started nicely, and is to make a specialty of hardwood trim and oak flooring. They will shortly start running both night and day.

* * *

Besides those already mentioned, there drifted into the metropolis during the past fortnight: H. B. Curtin, of the Pardee & Curtin Lumber Company, Sutton, W. Va.;

John N. Scatcherd, Buffalo; J. H. Baird, Southern Lumberman, Nashville, Tenn.; E. B. Nettleton, Philadelphia; Whitney Newton, of the Newton Lumber Company, Pueblo, Colo.; Guy H. Mallam, Kansas City, Mo.; W. H. H. Smith, Toledo, O.; and F. R. Whiting, of the Whiting Lumber Company, Elizabethton, Tenn.

* * *

Robert W. Higbie, hardwood wholesaler, has gone to his mill down in McDowell County, West Virginia, to spend part of the summer. His family has accompanied him.

* * *

The M. B. Farrin Lumber Company, Cincinnati, is contemplating opening a New York office in conjunction with the Farrin-Korn Lumber Company. Chapin L. Barr is looking over the ground.

* * *

George M. Grant & Co., wholesale hardwoods and North Carolina pine, of 29 Broadway, have recently secured control of the cut of a new mill in South Carolina, and have also completed contracts with a new band mill in Northern Maryland. The former's output is largely North Carolina pine, while the latter's is the better grades of poplar, chestnut and oak. Herbert Mead, formerly yard manager for the American Lumber Company of this city, will represent the firm in this metropolitan district.

* * *

Henry Cape, wholesale dealer in hardwoods, 1 Madison avenue, is reported quite ill with typhoid fever.

IN MEMPHIS CIRCLES.

No startling revelations are common to the inner hardwood circles at Memphis this week. The members of the trade are all too busy to chase away from home and they get the orders without mixing a single way to go after them. The gentlemen that have been stealing off to Europe at this season of the year declare they are too busy to go. The local people are neither going to the summer resorts. They send their families but stay at home themselves and saw wood. In this they are a few notches behind the times on the Nashvillians, who not only sell lumber but in not a few instances own summer resorts in the Cumberland Mountains and take in the shekels that way, while others still in the Rock City while away the time on their own game preserves at Nova Scotia and Lake Chautauqua.

* * *

The Anderson-Tully Company is preparing to have a brick office erected for their plant. The spirit of progress started by Mr. J. W. Thompson this year and confirmed by E. E. Taenzer & Co. is proving a spur to all the lumbermen with esthetic tastes. Among other personalities showing similar material results from following the lumber business here is W. S. Darnell, who will soon move into a new

home now being worked upon in the architect's office.

* * *

Mr. Elliott Lang, secretary of the National Lumber Export Association, has been confined to his home by illness for some days.

* * *

Mr. Schaefer, of Schaefer & Watts, has returned from a stay of some weeks in Mississippi. His firm is one of the more recent entries into the lumber business of Memphis, though the constituent members are old heads at the business. They have gotten together a nice stock of oak and poplar and are now busy pushing it out through the office department.

* * *

The Memphis Lumbermen's Club will have a banquet in the early fall, when all the good work of the organization and the example set by the club for smaller towns will be recounted at the board.

* * *

E. T. Bennett states to your representative that Wolf River mills are all running, and that his own firm has been getting out a large amount of oak.

ST. LOUIS NOTES.

The F. H. Smith Lumber Company reports a much heavier business thus far during July than during the same month of last year and is firmly convinced that a new midsummer record will be established. This concern, the same as the others in St. Louis, has been devoting considerable energy in its buying department, as the recent purchase of 10,000,000 feet of cypress in one lump demonstrates.

* * *

Hader & Verhegen is the name of a new hardwood concern which has opened an office at the foot of North Market street. Andrew Hader was formerly of the Teckemeyer & Hader Lumber Company and Thomas Verhegen leaves the St. Louis Manufacturing Company to make this new connection.

* * *

W. A. Bonsack reports a continuation of the brisk business the Bonsack Lumber Company has experienced thus far this summer and is still of the opinion that the fall trade will be wonderfully heavy. This company has had an increased force of buyers in the southern country during the past month and has succeeded in materially bettering the stock in its St. Louis yards.

* * *

August J. Lang has succeeded in making a number of fair sales of gum during the past few weeks, despite the fact that gum is a trifle off in this market, and he says his cottonwood business has been excellent. Mr. Lang also deals rather extensively in plain oak and has been having a heavy trade.

* * *

E. H. Hill, of the Hallett Lumber Company, is again down in Drew County, Ark., pushing his mill at that point, as it

is somewhat loaded up with orders for oak. The healthy increase in business of this company, together with the demands of the mill for Mr. Hill's personal attention during a portion of the time, has necessitated an increase of the office force. J. R. Perkins, formerly of the Hogg-Perkins Lumber Company, is now connected with the company, practically in the capacity of manager of the sales department.

* * *

The Southern Mill & Land Company, to do a wholesale business in hardwoods, was incorporated recently with a full-paid capital of \$50,000 and has opened an office in the Security building. The stockholders are F. R. Pierce, A. B. Pierce and E. A. Thomas, all of whom are well known in lumber circles. Since the incorporation this company has purchased the plant and 5,500 acres of land belonging to the Bender Lumber Company, of May's Switch (Caton P. O.), Mo., a two-story band mill of the Sinker & Davis type, which was constructed last year, and the circular mill of J. W. Cronan of Conran, Mo., which is about 10 miles from the other mill. These mills have a combined capacity of about 60,000 feet a day and are thoroughly modern in every respect. Included in the purchase was five miles of railroad which will be used for logging purposes. Mr. Cronan has been retained as manager of the two mills and is a man of known ability in this line.

* * *

The executive committee of the Louisiana Purchase Exposition yesterday approved the recommendation to grant building space for the erection on the World's Fair grounds of the House of Hoo-Hoo. The application was made by the organization known as the House of Hoo-Hoo, represented by President Nelson Wesley McLeod and W. E. Barns, secretary. The application was in due form, and was recommended by the director of exhibits, Mr. Skiff, who transmitted to the president the following letter from Dr. Tarterton H. Bean, chief of the department of forestry:

"I have the honor to transmit herewith an application for building space for the House of Hoo-Hoo, signed by Messrs. N. W. McLeod, president, and W. E. Barns, secretary. This application is a part of the plan of an organization made up of lumbermen, railroad traffic officials, lumber newspaper men and sawmill supply men to secure a site for a clubhouse on the grounds of the exposition. This clubhouse will be the means of attracting and keeping on the exposition grounds a great many visitors. It will not contain exhibits. It will be a very creditable structure. I, therefore, recommend it to your favorable consideration and trust that the request of the House of Hoo-Hoo will be granted."

This action removes the last straw from any possible hitch in the construction of

this building, the particulars of which have been described in the Record. It also shows the sympathy of the World's Fair authorities, especially those in the Forestry Department, with the movement and guarantees their aid so far as it is possible to give it. It is also worthy of note that government officials are also taking an interest in the matter. Gifford Pinchot, forester of the United States, having applied for membership in the House of Hoo-Hoo, and, in a letter, expressed himself as heartily approving of the objects of the organization.

NASHVILLE NEWS.

The Nashville lumbermen are busy filling orders and predict that the remaining months of 1902 will prove fully as profitable as the last six months have shown from inventories taken. Enlarged operations at home, in South Carolina, Georgia, Alabama and the mountainous districts of Eastern Tennessee, where the Nashville lumbermen have their eyes skinned, are promised by several firms.

* * *

Considerable mention has been made the last few weeks of the distinction of Miss Nellie Albright as one of the very few lady lumber salesmen, who is traveling for the A. E. Baird Lumber Company of this city. The Nashville women are always excelling in something and the good work being done in lumber sales by Miss Albright is no exception to the rule. Over at Chattanooga, in this state, a woman is largely interested in one of the principal lumber companies which does an export and domestic business from that place. Here in Nashville another woman is proprietor and manager of one of the larger broom factories of the state. Another woman in this city does considerable work for the lumber and trade press. And so it goes the world over. One of the most influential woodenware papers published in a city not far from where the Record is published is edited by a woman, who just a few days ago wed the business manager.

* * *

M. F. Greene, of the Davidson-Benedict Company, is at Lake Chautauqua, N. Y.—John W. Love is in Nova Scotia.—John B. Ransom is summering at Ridgetop.

* * *

W. B. Earthman & Co., who operate large mills at Nashville and Murfreesboro, Tenn., have put in a mill at Dickson, Tenn.

* * *

J. T. McRoberts, of Nicola Bros., has been buying stock in Tennessee this week.

* * *

The J. M. DeFord Carriage Manufacturing Company has been incorporated here for the manufacture of buggies and other vehicles. Some of the gentlemen in the new business are also interested in the lumber trade of this city. The incorporators are: J. M. DeFord, Dr. J. O.

Kirkpatrick, T. W. Crutcher, R. S. Hill and Wade Kirkpatrick.

* * *

J. O. Kirkpatrick & Son of this city have recently acquired some large timber holdings in South Carolina and will move their saw mill plant there. They will maintain their large planing establishment at its present site, increasing the capacity of the same.

* * *

The Chattanooga Lumber Association has perfected organization with the following officers: President, A. J. Gabagan; first vice-president, J. T. Burford; second vice-president, F. W. Blair; treasurer, J. H. Keyser; secretary, F. W. Arm; directors: Ferd Bremner, H. L. Barto, W. B. Thompson, S. A. Williams and W. B. Hughes.

GOING TO EUROPE.

Mr. Max Sondheimer of Chicago, after having given what he considers due and sufficient notice to the people of that benighted country, will sail for Europe early next week to study social and economic conditions and see what the little jiggered-up place looks like. We offered him a letter of introduction to King Edward, but he thanked us and said he had a letter from the chief of police of Chicago to the chief of police of London, and that was good enough for him. Mr. Sondheimer will be accompanied by his wife and the Record wishes them a pleasant journey. We would be very much pleased to see a photograph of the impressions the people he meets have of the United States—after meeting him. We let Max go with the fullest confidence that as a representative American citizen he will do his country credit and that whenever anything of any kind is started he will keep up his end.

Seriously speaking, Mr. Sondheimer has, since the death of his father, been carrying much of the care and responsibility of the enormous business of the E. Sondheimer Company, and needs the rest, which the Record sincerely trusts may greatly benefit him.

THE BOYNE CITY LUMBER COMPANY.

The organization of the big lumbering institution in Michigan, as described in our last issue, will be known as the Boyne City Lumber Company and have headquarters at Boyne City, Mich. They start business with a capital of \$500,000, all of which has been subscribed, and the company will be officered as follows: Wm. H. White, of Wm. H. White & Co., president; H. B. Lewis, of the Elk Rapids Iron Company of Elk Rapids, Mich., vice-president; Henry Idema of Grand Rapids, Mich., secretary and treasurer. In addition to these officers directors elected are Edward Fitzgerald, A. S. Musselman, L. H. Withey of Grand Rapids and George M. Burr of Manton. As previously stated, the com-

pany have purchased 20,000 acres of hardwood lands on the Boyne City & South-eastern road near Boyne City. They will commence work at once to break ground for the new plant and will put in a fine double band mill of 75 M feet per day capacity. The management of the company will be in the hands of Mr. White, but will be run entirely independent of the business of Wm. H. White & Co. The company will do a regular car and lake business, and it is their intention to work their elm, which is about 40 to 50 million, into hoops and staves, and the small basswood into heading.

FORESTRY ASSOCIATION MEETING.

At the invitation of the Michigan Forestry Commission and the Michigan Agricultural College, the special summer meeting of the American Forestry Association for 1902 will be held at Lansing, Mich., on Wednesday and Thursday, August 27 and 28, to be followed by an excursion to Mackinac.

There will be three sessions on Wednesday, August 27, at 10 a. m., 2:30 and 8 p. m., and two sessions on Thursday, August 28, at 10 a. m. and 2:30 p. m. The sessions will be held at the state capital.

At the close of the afternoon session on August 28 a special train will be provided, without cost to the members of the association, to convey those who desire to accompany the excursion to the Michigan Forestry Preserve in Roscommon and Crawford counties, by way of Saginaw and Bay City. From this point the excursion will proceed to the hardwood forests in Antrim County, thence to Mackinac Island. The itinerary of the trip will be as follows:

Leave Lansing 6 p. m. Thursday; arrive Bay City 9:20 p. m. Thursday.

Leave Bay City 12:45 a. m. Friday; arrive Roscommon 3:21 a. m. Friday; spend the day in the forestry preserve. Here the problem of the Jack Pine plains of Michigan, the fire problem and the shifting sand question will be discussed.

Leave Roscommon 3:21 a. m., Saturday; arrive Grayling 3:50 a. m. Saturday; spend the day in Ward's hardwood tracts.

Leave Grayling 5 p. m. Saturday; arrive Mackinac City 7:45 p. m. Saturday.

Spend Sunday on Mackinac Island.

Leave Mackinac City 9:45 p. m. Sunday; arrive Lansing 9:43 a. m. Monday.

This schedule will give the members of the association an enjoyable excursion and the opportunity to visit one of the most historic points in Michigan. The trip will give them a comprehensive idea of the conditions to be met by the forestry commission in Michigan.

Effort is now being made to obtain reduced railroad fares and it is hoped that the customary rate of one and one-third fare will be extended by the various passenger and transportation associations.

Further information concerning this meeting can be obtained from the secretary, Mr. Otto J. J. Luebkert, Bureau of Forestry, Atlantic building, Washington, D. C.



MARKET REPORTS

CHICAGO.

Business in Chicago is quiet, but by no means weak. Midsummer is hardly the season to look for much activity in the sale of hardwoods, but while the volume of stock moving is not large, there is a certain stability about prices that is not altogether compatible with the nature of demand. The reason can be looked farther for and found in the nature of supply. There has been no accumulation of dry stocks at mill points of much consequence, and those that are in possession of them seem blessed with the idea that there is better things in store this fall.

As to the tendency of things, the opinion prevails that August will be as good a month as July and that thereafter fairly brisk trading will characterize the business. Those that hold to this view are making plans in that direction. Dealers here are adding to their holdings pretty freely at present market prices, and everything is being arranged to take care of whatever turns up.

The local retail trade is fairly good and the wholesalers are enjoying a good business, though it is likely that the bulk of their shipments is on orders that have been placed ahead.

Plain 1-inch red oak remains the leading item on the list and there is, to say the least, a sufficient demand for all that is arriving.

Quartered white oak is hardly as active as it was sixty days ago, but there has been no change in value.

Poplar and cottonwood are also continuing in excellent demand, and basswood is obtainable only in limited quantities and at top figures.

There is but little trading done in other woods on this market.

NEW YORK.

The metropolis seems to be in line for a long and undesirable run of wet weather, and the old talk of rain on St. Swithin's Day presaging a continuous performance of 40 days in that direction has been revived. However that may be, the extreme heat has kept off, at any rate, and thus building operations have been permitted. The natural result has been that a little hardwood trim is being consumed right along, and conditions in the hardwood market generally are not at all unsatisfactory, even if the volume of business is not large.

Although we are still far behind the record for 1901, due to the fears engendered by the new tenement house law at that

time, there was quite a boom in the amount of building planned during the last three months, as compared with the first three of 1901. During the second quarter of the half year plans were filed for buildings to cost \$9,990,125, while the amount for alterations planned in the same period was \$3,207,618. These figures refer to Manhattan Borough alone, but they give an idea of the way in which things are booming in the building line, and why the trade is quite justified in looking for splendid conditions to prevail in the autumn.

Some of the pessimistic, however, declare that the increased prices for all kinds of building materials may result in a cessation of operations even after preliminary steps have been taken. The very recent advance of maple flooring may be taken as an example. Sending up No. 1 \$2 a thousand and clear and factory another \$1, means that within the past six months a most desirable factor in the construction of better grade dwellings and office structures has gone up in price \$6. Some experts put the general advance on all building materials hereabouts at fully 33 per cent, which is by no means a small item.

This is the season of the year when no one cares to do more business than he has to, and the hardwood market is in just the shape to cater to the wishes of the rest seekers.

Quartered oak is in its usual rut, with prices ranging from \$57 to \$65. It is all a question of who has the stock and what kind of stock it is. No one cares to shade prices, for shaded prices do not influence sales unless the buyer is really anxious, and the "really anxious" buyers are few and far between.

In plain oak the business being done is not particularly brisk. Those who want stock find that they must pay the market price, which ranges from \$38 to \$40.

As usual, poplar is really at the head of the list. It is holding strong and the demand for it is good. The price range is \$40 to \$42, and the man who gets the figure shaded is entitled to the prize for clever buying.

Ash is slow. There is not much inquiry, though a little movement for export is noted. Chestnut is in fairly good shape, with more or less inquiry, and enough stock on hand to supply all needs. Mahogany is said to be in unusually good call, with the log market cleaned out of desirable stock.

Altogether no serious harm would be done if the market remained featureless

for a few weeks, provided, of course, that inactivity did not result in a break in prices. It is predicted that the market will be in excellent shape by about the middle of September. Meanwhile, the manufacturer can afford to sit back and let his lumber dry out thoroughly.

CINCINNATI.

Cincinnati, Ohio, July 22, 1902.

Judging from the remarks of the many hardwood lumber dealers in this section, trade is a little quiet at present. Sales and inquiries have not fallen off to such an extent as to cause alarm, but they are not as numerous as they have been for some time. Shipments are being steadily made, but mostly on orders taken last month. The above described state of affairs is true only of the local and domestic markets. The foreign trade on the contrary being more active at present than for a long time. It seems that at last the foreign market, which showed so little activity for a long spell, has at last taken a brace and is once more making large strides toward its accustomed position. The fact that the domestic trade is a trifle quiet is causing no surprise, in fact, it has been expected, as we are now between seasons. The farmer cannot yet harvest his crops, but can almost tell what to expect, and won't anticipate his expectations to the extent of spending what he hopes to realize. The furniture people are buying only lightly now and are not running to their full capacity. The retail yards are doing well and building is going on with unprecedented vigor.

In spite of the fact that trade has fallen off slightly gum lumber has had a substantial improvement during the past fortnight. Red gum in firsts and seconds, all thicknesses, is doing well, especially for the export trade. Clear sap gum is doing well and holding up its end. The greatest improvement has manifested itself in No. 2 common gum and sales of lumber in this grade have been numerous. It seems that the box manufacturers are now taking to gum. This is caused, no doubt, by the scarcity of dry stock in cottonwood and other woods used by box manufacturers. No. 3 common gum is also in strong demand.

Cottonwood is still maintaining its position as leading seller of all hardwoods in the local market. Dry stocks put on the market are in no wise sufficient to supply the demand, particularly in the grade of box, common, and an advance in prices may be looked for before very

long. Firsts and seconds cottonwood in all thicknesses is being eagerly sought. No. 3 common cottonwood also is moving with great freedom, as it meets with favor for a crating lumber.

The oak situation is still very strong and oak lumber of all kinds commands good prices. Firsts and seconds quartered in both white and red oak is easy sale and plain white oak is in just as strong demand. For the past six months No. 1 common plain, red and white oak was eagerly sought after and the demand still continues. No. 2 and No. 3 common oak are not quite as active as the other grades.

The demand for poplar is fair, although inquiries seem to have fallen off a little in numbers. Dry lumber is still the best kind of an asset and it is no difficult matter to effect a sale at the right price. Clear sap poplar is enjoying ready sale and firsts and seconds are taken care of whenever offered. No. 2 common poplar is not so well favored and No. 3 common has but little better call.

Ash lumber is rather quiet in point of demand and the supply is very small, consequently very little is put on the market, and what is offered is taken care of.

Cypress has fallen off a little in demand, although prices are still high and firm.

Among the other hardwoods chestnut lumber seems to be doing best. The call for firsts and seconds is pretty fair, and sound wormy can always be placed.

Walnut is finding ready sale for the export trade.

There is an occasional call for the other hardwoods, but there is nothing steady about it, and they don't cut much figure in the local trade.

The planing mills are very busy and dressed lumber is in exceedingly good demand.

BUFFALO.

Everyone in the business apparently is well satisfied with the present condition of trade in hardwood lumber. A canvass of the dealers did not show up a single complaint, unless it was that some of them had to turn down orders because they did not have the stock wanted.

There is a good demand for nearly all kinds, and very little haggling over prices. Even ash, which has been somewhat slow of late, is getting a move on itself, and a number of carloads have been shipped east from Buffalo since I last wrote you. Ash is one of the kinds of lumber that has to move sooner or later, and is also one of the kinds of lumber one does not have to sacrifice on, as it does not hurt any to keep it a year or more (if properly cared for), if necessary. Plain white oak and plain red oak, common and better, sell readily. Culls are rather slow sale. Birch is a good seller, especially firsts and seconds, and common sap birch. The demand for good cherry and good

walnut exceeds the supply. The white oak firsts and seconds and common sell readily, with no signs of any downward tendency in prices. Quartered red oak there is not so much call for. Cypress has come to the front as one of the leaders in hardwood, and you will find twenty manufacturers of or dealers in this wood to-day when you would not find but one or two a very few years ago.

One of the peculiarities of the year is that business should keep on with unabated vigor without any regard to hot months—vacations or any such times which were formerly looked upon as the quiet months of the year as regards trade. It looks as though there were not going to be any quiet months this year.

The new books showing the recent changes in inspection rules adopted by the National Hardwood Lumber Association are at hand, and while the changes are more or less approved of, everyone wishes there will be no more changes for some time to come, as the old books are all in circulation and more or less confusion is likely to ensue if new sets of rules are issued every little while.

ST. LOUIS.

The general report around town is that trade conditions have changed very immaterially during the past two weeks, and that prices, also, are about as last reported. There is no questioning the fact that the volume of business is in excess of the normal for this season of the year, and it is also stated by nearly all of the local dealers that they could materially increase their business had they the lumber in hand and the desire to do so. In other words, the St. Louis dealers are fully satisfied with the business situation and are firmly convinced that all the rest of the year will be exceptionally brisk. It is reported by the traveling men in some districts that a few country factories are running short-handed because of the demand for harvest hands and the high wages paid. This difficulty is not serious, however, nor does it promise to be long-lived, and the general belief, backed up by the healthy volume of business, is that the present consumption is greater than ever before at this time of the year.

The local receipts continue to be far below the requirements of the market, and those who have made recent visits to the mills in search of stock report that there are no prospects of an immediate betterment in this respect. The mills are very poorly supplied with lumber and are shipping it out as fast as it is cut. Buyers are on hand who are willing to take more than is offered, and it is resulting in a demand at points of production such as has seldom been experienced. The result of all this is that prices are wonderfully stiff at that end of the line and have been advancing more rapidly than those in the northern country during the past month

or more. It is usually counted upon that a high river will bring out a lot of lumber from river points which are subject to overflow, the object being to prevent possible loss or damage. The present rise in the river has not had this effect except so far as the Tennessee River is concerned, and the increased shipments from that territory amount to but little. That cottonwood which was accumulated at the mills during the winter and early spring has been shipped out long ago and there is practically nothing left except that which is being manufactured from day to day. Thus far this spring and summer the receipts from the Tennessee River have been far below the normal, and it is believed that that source of supply cannot last much longer, as some of the mills are now hauling their product as much as thirty miles to make shipment.

From a strictly local point of view there is an excellent business being transacted in all lines. The furniture, box, planing mill, wagon and implement people are all buying more heavily than is their custom during the summer, and that this stock is for immediate consumption is proved by the fact that their stocks are not large. Larger sales are also being made to the northern furniture people, now that the two great furniture expositions are drawing to a close. It is stated that these expositions have been a great success and that the manufacturers see their way clear for a heavy business during the rest of the year, which will mean heavy purchases of lumber.

Those who make more or less a specialty of oak state that the market has changed very little of late. Quartered white and plain red and white of 1-inch thickness are the staple items and are being quoted at about the same prices as have prevailed for several weeks. Nearly all wholesalers are quoting the same figures, which is a marked improvement over the conditions prevailing during the early spring, when there was little unanimity of prices on anything in the hardwood line. Thick oak is also on an excellent basis and is bringing high prices. Dry stock is especially wanted by the oak people, but, as this is practically impossible to secure, green is selling easily and the demand would easily absorb more than is coming in.

Cottonwood has been in light receipt for some time and is wanted by all buyers and consumers. Local stocks of it are much below what they should be at this season and the visible supply at the mills is small. Gum is selling easily, but prices range lower than those prevailing earlier in the spring. Cypress is wanted by nearly everyone, and heavy orders are being placed with the mills whenever the stock can be found. A sale on this market of 10,000,000 feet in one bill was consummated a short time ago, and several orders of this size would be placed

were the stock available. Poplar is strong in all items and a high basis of value prevails. Ash is wanted in large quantities, but is very light in receipt. Hickory, elm, maple and the minor hardwoods are in very light receipt and are seldom heard of in present trading.

MEMPHIS.

The price situation continues about the same as at last report. The manufacturers in the Memphis district who export extensively anticipate higher prices. The domestic trade shows every indication of firmness in price and stability in demand. Yellow pine is not as active as usual and first and second cottonwood is somewhat quiet. Quartered and plain white oak, plain red oak, poplar, hickory, walnut, gum, ash and chestnut are in first-class demand in the four lumber centers of Tennessee.

EVANSVILLE'S LUMBER INTERESTS

It is difficult to estimate the greatness and importance of Evansville as a hardwood lumber market—a producing market. It is not too much to say that Evansville ships more than 150,000,000 feet of hardwood annually, at a value of more than \$5,000,000. It is exported via New Orleans, Mobile, Savannah, Pensacola, Newport News, Baltimore, Philadelphia, Boston and New York, to Argentina, Brazil, Sidney, Melbourne, Honolulu, Manila, Hongkong, Havre, Hamburg, Frankfort, Berlin, London, Liverpool and Glasgow.

Every kind and quality is made and handled, from ship timbers 30x30-80 feet long, to dimension furniture stock so small that it must be exported in barrels. Whence does Evansville draw her supply? Go down to the city wharf and take notes. There you see towboats pushing immense rafts to river mills that have a combined daily capacity of 500,000 feet. Whence come these boats? Well, ten miles above the city is the mouth of Green River and beginning there you see the banks of that stream lined for ten miles on either side with rafts of choice white oak and poplar logs, so close together that you could walk the entire distance on logs. This is Evansville's log harbor in part only. If these rafts were put together, it would make one immense raft more than twenty miles long. Whence comes the rest? Go to the Incline just below the foot of Fulton avenue. There a thousand cars of logs are annually lifted from barges to cars and sent to railroad mills. And there a thousand cars of lumber are annually loaded from the Green, Cumberland, Tennessee and Ohio rivers and tributaries. Whence comes the rest? Well, from the territory along every one of Evansville's nine railroads and their branches.

More than 4,500 cars of logs are annually sawed by the mills that are not strictly river mills. Think for a minute that logs and lumber can be found and are continually being shipped to Evansville

from points on the Ohio from Louisville to Cairo, and from points on the Mississippi from Vicksburg to Evansville, and from points on Green River from Mammoth Cave and Bowling Green to Evansville.

The Evansville mills saw logs from Obion County, Tennessee, and from the Yazoo in Delta in Mississippi.

It is no uncommon sight to see barges unloading at the city wharf that carry 500,000 to 1,000,000 feet each.

You can get anything in hardwood that you want in this great lumber center. You can have any size or thickness sawed. If you want thin quartered oak or poplar, you can have it from one-fourth inch up to fitches any thickness. If you want walnut, it is here to exchange for your dollars. If you want bridge or ship timbers, you can get them from the usual sizes up to 30x30-80 feet long.

Do you want car oak in a hurry? Well, Evansville mills can saw and load 25 to 50 carloads daily, and that is something that cannot be done out of oak in any other city in the world to-day.

This city is headquarters for the agents of all the great car manufacturing companies, as well as for the agents from many northern and eastern cities, and foreign countries. Do you want furniture dimension stock or box shooks? Well, Evansville has four mills that do nothing else, and most of her seventeen saw mills have dimension plants attached.

One concern alone hauls, cuts up and ships more than 500 cars of hickory logs and lumber annually; another cuts 1,000,000 feet of beech logs into chair backs and seats; and still another cuts up a million feet of elm logs into hoops yearly.

The cutting of lumber with a bush scythe is a thing of the past and the number of country saw mills run by ignorant people is becoming less and less. The proper manufacture of hardwood lumber is something that many people know but little of.

To make lumber properly and economically and yet get the most possible out of a log, is an art, but to saw quartered oak properly so that it will show a regular and decided grain is a science.

There are few mills anywhere that can equal Evansville's mills in the scientific manufacture of quartered oak, and none that surpass. Here the manufacture of thin quartered oak and fitches is a specialty.

The social features of the lumbermen are the Lumbermen's Association, the Business Men's Association and the Hoop Hoo.

Speaking strictly of hardwood, and leaving out yellow pine and cottonwood, which are not considered strictly hardwoods, Evansville produces and handles one and one-fourth times as much as Memphis, one and one-half times as much as Nashville, and more than twice as much as the cities of Cincinnati, Louisville or St. Louis.—

WHITE PINE NOT A STANDARD.

It is perhaps natural for the purveyors of those woods in former competition with pine to regard the latter as an exclusive criterion, or as of itself a determining standard of values. Take any kind of wood, though, that can be made to serve the structural purposes to which white pine is adapted, and the current practice of attempting to make the latter the sole standard of its value does not hold. In point of fact, white pine has ceased to occupy a leading or determining place on account of its scarcity. And besides that, it is unfair to draw comparisons with white pine as though it was the only criterion. White pine being neither available nor indispensable, can no longer be cited as a comparative standard for other kinds of stuff that can be had and will serve. White pine is not the only standard because it is not the only dependence for kindred purposes. If a would-be buyer cannot readily get white pine for his purpose, he can get something else and that circumstance of course divests white pine of the character of an exclusive standard. It is no longer that nor scarcely much more in any sense than a reminiscence; it is absolutely no longer a general dependence, hence not a determining criterion. If comparisons must be made, let them be with not dead but living criterions. When some particular kind of wood is shown to be as good as white pine and its only available substitute, it would then be in order to compare its market value with that of white pine if available—not otherwise.—New Orleans Lumber Trade Journal.

W. S. Prickett and other hustling business men of Sidnaw, Mich., have succeeded in lauding a manufacturing plant, which it is declared is but a forerunner of a string of new industrial enterprises. The plant will be a planing, shingle and saw mill that will cost \$20,000. It will be erected and operated by D. A. Hoperman of Illinois.

The National Dry Kiln Company, Indianapolis, Ind., will remove their plant and office to their new shops on August 1. As noted in a recent issue their new location and enlarged equipment will give them better facilities for handling their growing trade. They are having all they can do and more at present, which is a good indication that the National Drier is rapidly gaining favor all over the country.

SPOT	For
	2-inch Plain White Oak, 1st. and 2nds.
CASH	1-inch Quart'd White Oak, 1st. and 2nds.
	1-inch Quart'd White Oak, Strips.
H. E. CHRISTIAN,	
INDIANAPOLIS, IND.	

EVANSVILLE, INDIANA.**MALEY & WERTZ,**

Wholesale Dealers
and Manufacturers

HARDWOOD LUMBER

EVANSVILLE, INDIANA.

SPECIALTY OF
Quartered Oak Flitches.

OFFICE AND MILL:
Belt Railway and Columbia Street.

Indiana Hardwoods

all thicknesses and grades.

PRESENT SPECIALTIES:

1 Car 2½, 3 and 4-inch Black Walnut 1sts and 2ds
1 " 2-inch Poplar, 20 inches and up wide
1 " 1-inch Plain Red Oak, 16 inches and up wide
1 " ¾-inch Quartered White Oak, 10 inches and up wide
1 " ¾-inch Quartered White Oak
1 " ½-inch Quartered White Oak, 12 inches and up wide
1 " 1-inch Ash, 15 inches and up wide
1 " 1¼-inch Ash, 10 inches and up wide.

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WANTED—Dimension and wagon stock, Northern and Southern pine, shingles and ties. FOR SALE—Poplar squares; all sizes.

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Saps—1 and 1½ inch.

Selects—1 to 4 inches inclusive.

Firsts and seconds, ¾ to 4 inches inclusive.

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To purchase the output of mill cutting Poplar Lumber.

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300,000 feet 1-inch log run Gum.
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Whitewood squares, 5x5 to 10x10, 1st and 2d and common.
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White Oak, 1¼ and 1½ inch.

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20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 85.00
The above prices are F. O. B. cars, Louisville, Ky.
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WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

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50,000 feet 1½-inch Hard Maple.
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25,000 feet 1-inch Birch Strips.
10,000 feet Curly Birch.
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Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

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1 and 1½-inch Indiana and Ohio Quartered Oak.
1-inch Quartered Oak Strips.
Plain Oak and Poplar.

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One 24x30 engine with balance valve and 15 foot hand fly wheel.

One 16x24 box bed plain slide valve engine.
One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.

One No. 7 heavy duty Knowltes fire pump.
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Lot of wood pulleys with iron flanges.

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6,500 acres white oak, cherry and hickory timber land, runs 5,000 ft. to the acre, oak is clear, straight, 60 ft. to first limb, 3¼ to 4¼ ft. through; cherry 2 ft. through, 50 ft. to limb; \$3.75 per acre.

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Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 9x10; one 56-inch, 8x10; one 56-inch, 9x10; one 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

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These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

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1127 One No. 2 Short Log Saw Mill, for material up to 6½ feet in length; complete, with 52-inch circular saw.

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BUYER AND EXPORTER OF
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Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)

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WANTED WHITE ASH and
QUARTERED OAK.

We will pay highest market price for above stock, 1 to 4 inch thick.

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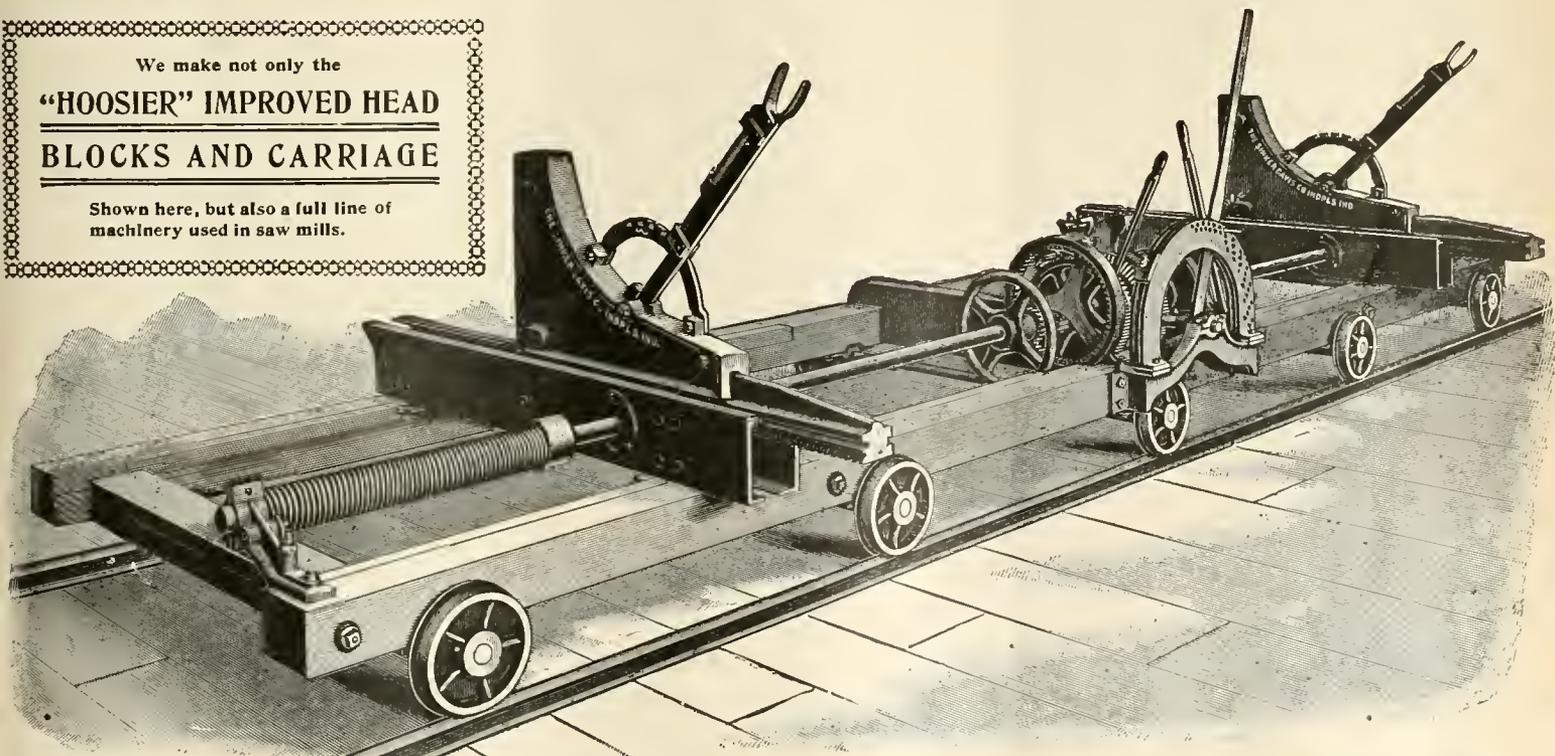
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"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE

Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our **new lumber tally** and all the latest improvements. Write for details.

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**CAN YOU USE ANY OF THE FOLLOWING ITEMS?
ALL ON STICKS, WELL MANUFACTURED AND DRY.**

Quartered White Oak.

15,000 " 1½-in. firsts and seconds.
10,000 " 2 " firsts and seconds.
15,000 " 1x4 and 4½-inch strips.
20,000 " 1-inch cull.
10,000 " 1 " cull strips.

Plain White Oak.

10,000 feet 1-inch firsts and seconds.
20,000 " 1½ " firsts and seconds.
20,000 " 1 " common.
5,000 " 1½ " common.
25,000 " 1 " cull.

Elm.

5,000 " 1½ " firsts and seconds.
25,000 " 1½ " firsts and seconds and common.
10,000 " 2 " firsts and seconds and common.

Quartered Red Oak.

5,000 feet 1-inch firsts and seconds.
12,000 " 1 " common.
5,000 " 1 " strips.

Plain Red Oak.

125,000 feet 1-inch firsts and seconds.
60,000 " 1½ " firsts and seconds.
20,000 " 1½ " firsts and seconds.
150,000 " 1 " common.

Walnut.

7,000 feet 1-inch firsts and seconds.
20,000 " 1 " common.
10,000 " 1½ " common.
5,000 " 1½ " cull.
5,000 " 1½ " cull.

Plain Sycamore.

3,000 feet 1-inch firsts and seconds.

Soft Maple.

15,000 feet 1-inch.

Ash.

5,000 feet 1-inch firsts and seconds.
30,000 " 1 " common.
20,000 " 1½ " common.
9,000 " 2 " common.
5,000 " 3 " common.
3,000 " 2½ " firsts and seconds.
4,000 " 4 " firsts and seconds.

Sugar.

20,000 feet 1 inch common and cull.
10,000 " 1½ " log run.
10,000 " 2 " log run.

Cherry.

2,000 feet 1-inch cull.
3,000 " 1½, 1½ and 2-inch cull.
15,000 " 1 and 1½-inch common.

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2,000 feet 1-inch firsts and seconds.
5,000 " common and firsts and seconds.
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We have our own band mills at **Richmond, Indiana**, and our specialty is making quartered oak of the finest figure.

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Hardwood Lumber

PLAIN RED
AND WHITE OAK.

QUARTERED RED
AND WHITE OAK.

POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND

FLITCHES

up to 60 feet long

CUT TO ORDER.

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TRAVERSE CITY, MICH.

MICHIGAN LUMBER AND SHINGLES

COMPLETE STOCKS OF ALL GRADES OF

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CHERRY, BIRCH, OAK,

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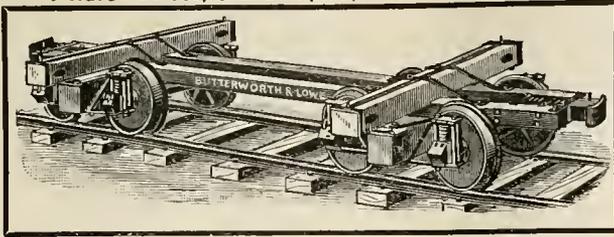
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Steam
or
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Roads.



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"DEPENDABLE" FLOORING

YOU GET IT AT ONCE.

Two cars 2¼-inch face (1¼x3) "B" Heart Rift, Georgia Yellow Pine.
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One car 2¼-inch face (1x3) Clear Oak, E. M.

Depend upon getting low prices.

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1438 South Penn Square, PHILADELPHIA, PA.

Southern Office: TIFFTON, GA.

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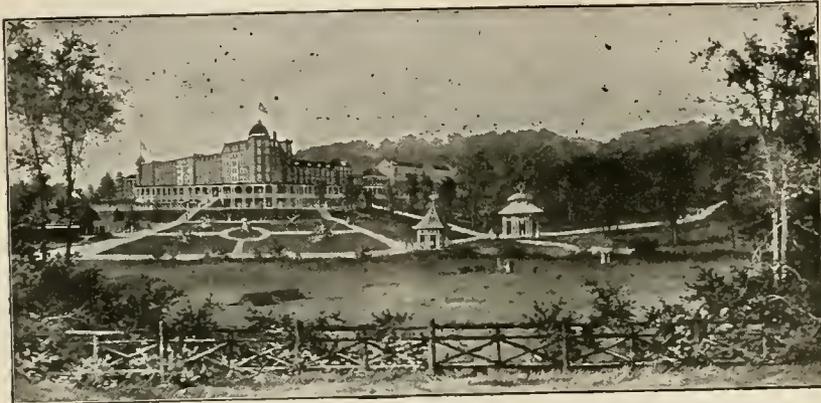
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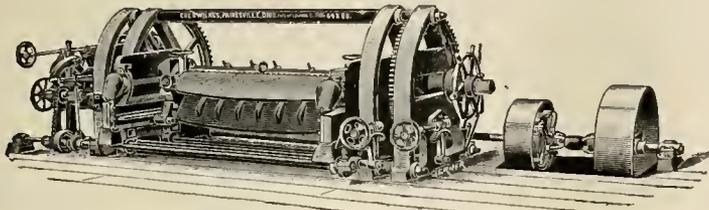
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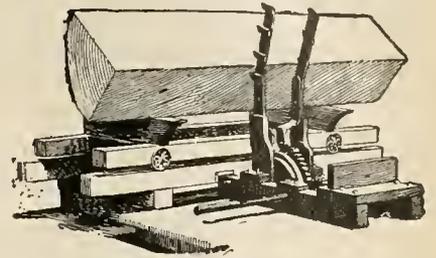


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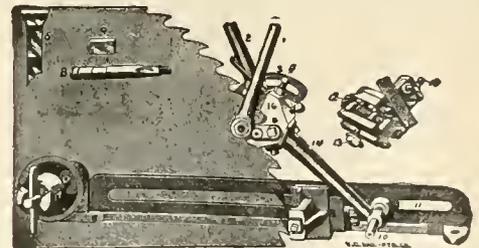
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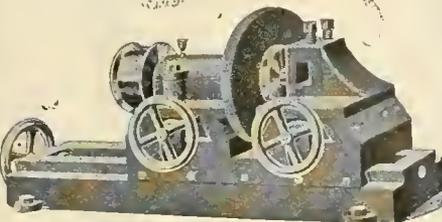
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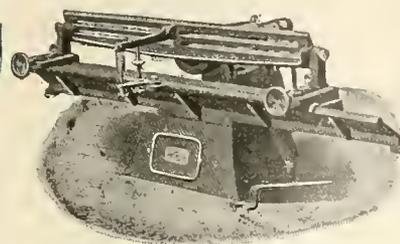
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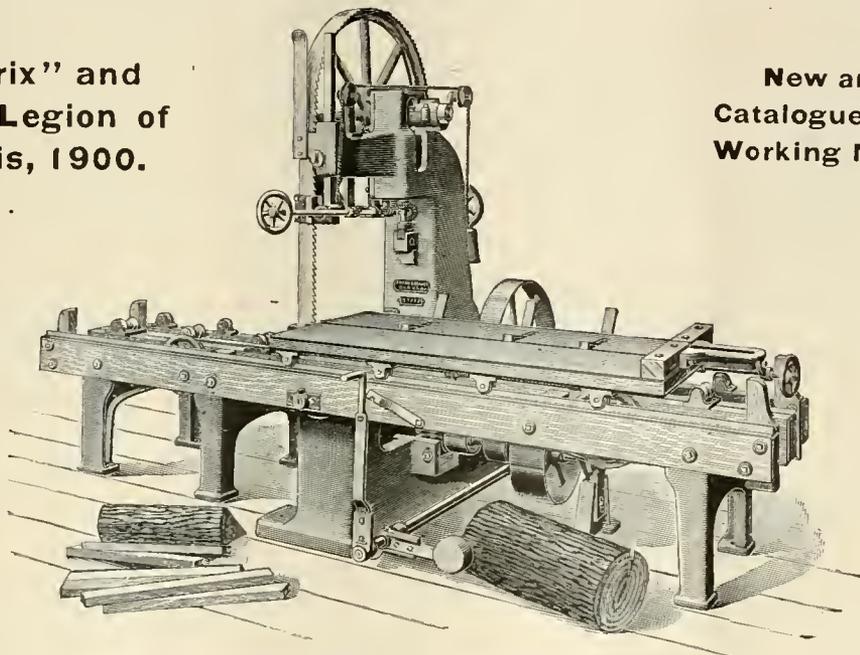
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Vol. XIV.

CHICAGO, AUGUST 9, 1902.

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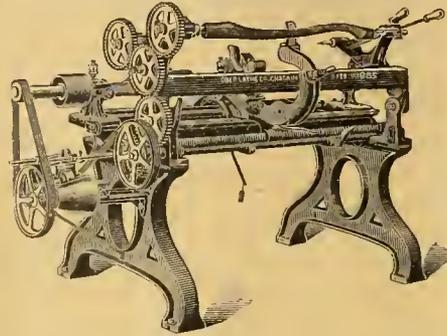
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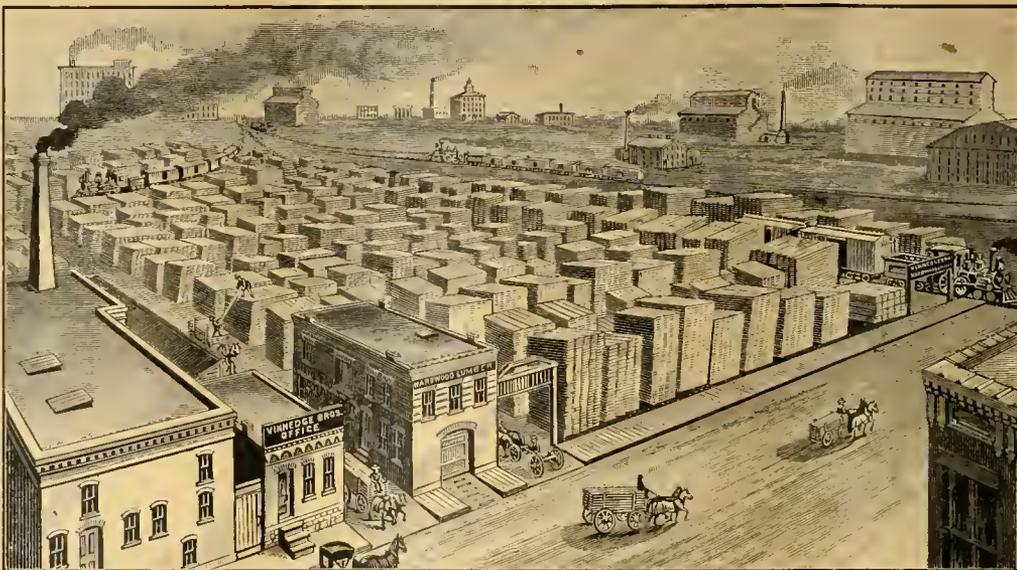
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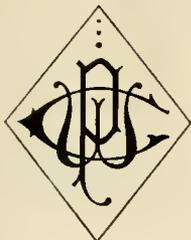
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We will receive lumber || F. P. EULER, Purchasing Agent,
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WHITE OAK,
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Wagon Felloes and Gearing,
Car and Bridge Timbers.

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Our Specialty:

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Dried. All Grades,
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Choice Export Stock. **SOFT ELM.**

Bed Slats, Bed Posts,
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250,000 ft. 1-inch shipping cull poplar.
50,000 ft. 1x2½ inches to 5½ inches clear
white ash strips.

225,000 ft. 1½ inch to 2 inch 1st and
2nd and common plain red oak.

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plain white oak.

200,000 ft. 2-inch 1st and 2nd common
quartered white and red oak.

DRY STOCK.

IMMEDIATE SHIPMENT.

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LOVE, BOYD & CO.

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KENTUCKY, TENNESSEE, ALABAMA,
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Investors, Speculators
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will find the greatest chances in the United
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Land and farms at \$1.00 per acre and up-
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that can be taken gratis under the U. S.
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R. J. WEMYSS,

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Or someone is anxious to sell what you par-
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 1 and 1 1/4 inch No. 2 common and better Soft Elm.
 2 and 2 1/2 inch No. 2 common and better Rock Elm.
 1 1/4 and 1 1/2 inch No. 2 common and better Soft Maple.
 1, 1 1/4, 2 and 3 inch No. 3 common Hard Maple.

IF YOU ARE IN THE MARKET WRITE US.

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Indiana Stock.

1 car 1-inch 1st and 2nd quartered red oak.
 1 car 1 1/4, 1 1/2 and 2 inch 1st and 2nd quartered red oak.
 10 cars 1-inch common quartered red oak.
 1 car log run walnut and cherry.
 10 cars 1-inch log run gum.
 1 car 3/4-inch 1st and 2nd plain white oak.
 1 car 1 1/4-inch 1st and 2nd plain white oak.
 1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
 2 cars 1-inch common poplar.
 1 car each quartered and plain white oak parquet strips, 1x3 1/4 in., 4 in., 4 1/2 in. and 5 in. wide, 16 in., 20 in., 24 in. and 28 in. long.

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Wisconsin Hardwoods

1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
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Write for Prices on Above items, also all Other Wisconsin Hardwoods.

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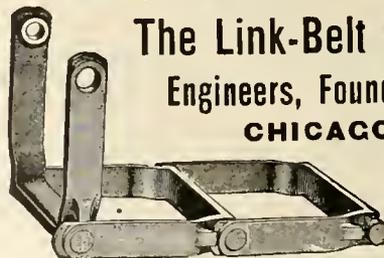
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THE NATIONAL DRY KILN CO.
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The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
 AND CAN DO THE SAME FOR YOU.

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GENTLEMEN:—We are pleased to advise you that the Drier is working finely on all kinds of Hardwood. We can heartily recommend your Drier to anyone in need of a good thing.
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THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, AUGUST 9, 1902.

No. 9

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

—BY—

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

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ADVERTISING INDEX ON PAGE 25

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

THE BUSINESS SITUATION.

Business continues to boom along at a great rate, despite the fact that this is supposed to be the dull season of the year. It is our opinion that production and prices are both above the normal at present. This is, we believe, generally conceded to be a fact and may be leading the country into a position from which it will be difficult for it to extricate itself when less prosperous times come. The profits of all corporations are very large, and, in many cases, the capital stock of those corporations is being increased to a point where it will require indefinite continuance of present conditions for that stock to bring fair returns.

The Chicago, Rock Island & Pacific Railway is a sample of what we mean. By years of wise and conservative management it had been made one of the richest and best paying pieces of railroad property in the United States. Within the past month, however, the control has passed into new hands, some speculators, with Moore Bros. at their head, having secured a majority of the stock of the road, and they are proceeding to reorganize it. For each \$100 share of the old stock the holder is to be given \$100 in mortgages, \$70 in preferred stock and \$100 in common stock, which means that instead of paying dividends on each \$100 of stock, the road will now be called upon to pay interest and dividends on \$270.

The object of the reorganization syndicate is not to permanently benefit the stockholders or the road, but to clean up immediate profits. They probably bought a controlling interest in the road at about \$170. Last week the new securities "when issued" were quoted at 45 bid for the common stock, 82 bid for the preferred stock and 91 bid for the bonds. That is, for each share of stock costing \$170, they will receive securities which have a present market value of \$228. It is conceded that under present conditions the road can pay returns on that amount, but present conditions will scarcely last.

People in Chicago have an excellent object lesson in over-capitalization. The Union Traction Company having an absolute monopoly of surface street car lines of the north and west sides, is unable to pay dividends in spite of the fact that their equipment is taxed to the utmost to take care of the business. It is capitalized to a point where, with all the business it can possibly care for, it can earn nothing

for its stockholders. Charles T. Yerkes squeezed the traction lemon very dry before he left Chicago.

In spite of such instances, however, it is difficult to say when a business in this western country is over-capitalized. The country is developing so rapidly and so enormously that all precedents are valueless.

The expansion of the iron and steel industry for the present year exceeds by far anything in the history of the country. By figures issued by the Iron Trade Review, there is in course of construction furnaces which will add to the production of iron and steel 8,500,000 tons per year, aside from any additions made to the capacity of the United States Steel Corporation. All of this new equipment will be available by Jan. 1, 1903.

There is no doubt but this is a needed increase under present conditions, for there is, at the present time, almost a famine in some lines of iron and steel production and an embarrassing shortage in all lines. When hard times come the weakest will go to the wall.

During last week the market for farm produce of all kinds was strong, with higher prices on all items except wheat, which showed some loss, selling around 70 cents. The top price for cash corn for last week was 61 cents for No. 2 yellow. December corn (new crop) was easier at 45 cents. The top price for cattle was \$8.85. Hogs were lower, closing Saturday at \$7.82. Still, there is no reason why farmers should starve at those figures.

Business in lumber continues in large volume, at strong prices, except in yellow pine, which is considerably weaker.

In hardwoods the situation is satisfactory all along the line. The southern woods are in very short supply throughout the producing territory, and sellers are not crowding the market, and although this is usually the dull season of the year, prices are well maintained. In northern hardwoods the situation is very satisfactory. Producers report this season's cut of maple as practically all sold, except in the No. 3 common grade, and the close of navigation will find the shipping yards cleaned up in better shape than at any time in several years. Birch and elm are in larger supply and are being offered by shippers to some extent, but taken all around, the entire hardwood situation could scarcely be better.

THE HIGHEST POSSIBLE PRICE.

It is a fallacy to suppose that in the lumber trade the supply governs the price, It does to a certain point, but beyond that it fails. When the supply of any particular kind of lumber becomes less than the demand prices may be advanced to a certain point, but beyond that they cannot be forced. People will use something else.

If, for instance, the output of cottonwood lumber could be absolutely controlled, those in control could not, by reducing the supply below the demand, compel the users of cottonwood to pay much beyond a reasonable price, for the reason that people are not compelled to use cottonwood. They will use it so long as it offers inducements in the matter of utility and price in excess of those offered by other woods.

In these times, when the various sections of the hardwood trade are organizing, it is well to bear the foregoing facts in mind. There is a certain stage of supply at which the highest possible price may be obtained without seriously interfering with the consumption, and it should be the policy of an organization to determine what that stage is and keep the supply as near to it as possible. The idea that by limiting production prices may be forced to any point desired by the producers is entirely fallacious.

It is better for any lumber that it be kept before the trade at all times in sufficient supply to meet legitimate demands at reasonable prices. Once a lumber becomes unduly scarce, or unduly high in price, people begin to hunt for a substitute—and generally find it. Consumers of lumber are like all other classes of people in this country in their ability to adapt themselves to circumstances. There is no kind of lumber now on the market but they could learn to do without; and a market once lost is hard to regain.

The truth of the statements above made have been amply demonstrated in the matter of oak, in this market, during the past six months. During that time the offerings of oak have been much below the normal, and that fact, taken in connection with the enormous consumption of hardwood lumber here, as great as ever in the history of Chicago, would seem to indicate that those having oak to sell would be able to carry matters with a high hand; but anyone who has canvassed the market for orders will assure you that it isn't so.

There is probably more building going forward in Chicago this season than ever in its history, with the possible exception of World's Fair year, and if plain oak was in good supply and easy to obtain immense quantities of it would be consumed. But plain oak is in scant supply, prices are pretty stiff and grades poor, so people are using something else. Of a dozen contracts for interior finish at a Chicago planing mill only one specified oak. Birch, cypress, redwood, mahogany, yellow pine,

etc. People don't have to use oak finish.

From all of which it seems that a lumber association should give careful consideration to the matter of advancing prices. Even where such an association controls the supply to a considerable extent it should proceed with great caution and be careful not to advance prices to an extent that will check consumption, for when stock begins to pile up on the hands of the producers and orders quit coming in, the situation very soon becomes ticklish. When a saw mill man sees his lumber piles going higher and higher, and his bank account lower and lower, and knows that his neighbor is in the same condition, he is apt to get into a highly nervous state in which "trifles light as air are as confirmation strong as proof of Holy Writ." And first thing you know he dumps his load and the association vanishes into nothingness like a pricked bubble.

Before an association attempts to advance prices it should give the matter very careful consideration and be certain it has a strong grip on the situation. When the advance is made it should be made gradually and its effect watched very closely.

INDIANA IN THE LEAD.

The twelfth census of the United States shows some interesting statistics on the lumber industry. The total product of the United States for the year 1899 was 34,787,984,000 feet, valued at \$381,298,304.

Of the total product nearly one-fourth, or 8,634,024,000, was hardwoods, and of the total value the hardwoods represent nearly one-third, or \$116,817,192.

Indiana, which has been reported as practically cut out for the past ten years, stands at the head of the list of states as a producer of hardwood lumber, with a production of 975,779,000 feet, of a total value of \$15,613,293, leading both in amount of production and value. Ohio is a close second, Tennessee third and Michigan fourth. Indiana leads in the production of oak, with Ohio, Tennessee, Kentucky and West Virginia following, in the order named. Indiana also leads in the production of hickory, black walnut and sycamore.

Michigan leads in the production of maple, with 398,165,000 feet, or nearly two-thirds the entire product and over two-thirds of the hard maple product. Michigan also leads in the production of elm and ash.

Kentucky leads in the production of poplar, with Tennessee, West Virginia and Ohio following.

Arkansas leads in the production of cottonwood, with Missouri and Tennessee next. Arkansas also leads in the production of gum.

Wisconsin leads in the production of birch and basswood.

Of the entire product of hardwood a little over one-half, or 4,438,027,000 feet, is oak, valued at \$61,174,129, or over one-half the total value of the hardwoods.

Following is a table of the hardwood product of the various states and territories for the year 1899:

States and Territories.	Total quantity, ft.	Total value.
United States	\$,634,021,000	\$116,817,192
Indiana	975,779,000	15,613,293
Ohio	918,231,000	14,296,120
Tennessee	861,874,000	10,874,275
Michigan	811,649,000	9,615,721
Kentucky	734,386,000	9,535,830
West Virginia	570,208,000	7,207,623
Pennsylvania	520,162,000	7,398,582
Wisconsin	519,031,000	6,737,581
Arkansas	444,102,000	4,841,633
Missouri	442,236,000	5,274,634
Illinois	250,361,000	3,050,506
Virginia	239,860,000	2,742,934
Mississippi	207,322,000	2,639,582
New York	207,226,000	4,316,415
North Carolina	145,657,000	1,520,514
Alabama	105,491,000	1,340,107
Connecticut	77,594,000	1,211,122
Maryland	77,581,000	1,058,633
Louisiana	72,198,000	1,138,418
Minnesota	61,956,000	763,251
Iowa	61,028,000	970,576
Vermont	50,423,000	637,142
Georgia	42,799,000	450,021
Massachusetts	42,147,000	763,419
Texas	38,056,000	441,736
New Jersey	31,871,000	603,097
Maine	28,730,000	354,105
New Hampshire	23,468,000	387,558
South Carolina	17,483,000	196,941
Kansas	10,645,000	145,795
Indian Territory	9,378,000	105,210
Delaware	6,319,000	115,247
Oklahoma	6,065,000	68,414
Washington	5,703,000	92,136
Rhode Island	3,988,000	64,995
Nebraska	3,783,000	43,701
Oregon	2,529,000	39,378
Florida	2,200,000	36,920
North Dakota	2,030,000	22,060
Montana	1,300,000	21,500
South Dakota	558,000	5,980
California	539,000	8,587
Colorado	75,000	900

GETTING BUSINESS.

There was a very warm and angry out-of-town lumberman in the Record office last week. He had had a traveling salesman working through the Chicago district, including Chicago, Grand Rapids, Rockford and other places, for several months. At first the salesman did fairly well, but for the past three months had sent in scarcely any orders. There was nothing doing, the man said. Buyers were reducing stock preparatory to the semi-annual stock-taking, or for the dull season. Their prices were too high, he said, and he had some wonderful tales to tell of how cheaply stock was being sold, etc. His excuses were fairly plausible, but the fact that he was getting no orders was painfully apparent.

Finally the lumberman thought he would quietly take a little run himself and see what the matter was. And he found what it was without much difficulty. Their salesman hadn't been calling on the trade.

The weather had been hot, orders scarce and hard to get, and the man had flinched. He would get into town, call on a few people who were within easy reach, or with whom he was well acquainted, and

get an order if he could. If he got an order, which he very rarely did, he would count that sufficient, and if he did not get an order would evidently conclude there was no use trying further. He would, however, stay in the place long enough to have worked the town, but evidently spending his time loafing; and then report he couldn't get any business.

The lumberman had found a number of their former customers who had not been called on in three months, and who jokingly said they supposed he had gone out of business. He picked up a good lot of orders, but he was sore; and when he meets that salesman there will be things doing.

Selling lumber, or, for that matter, selling anything, on the road, is hard work—the very hardest kind of work. A man must be keyed up to the top notch of alertness and determination all the time, and it's mighty wearing; but the man who can't stand it has no business upon the road.

His boss not being present, the temptation for a man to shirk and skip the disagreeable tasks are very great, and there are very few salesmen, we believe, who do not yield to it to some extent.

But that isn't the way to get business. The salesman gets business very often where he least expects it, and everybody in his line should be called on. But for the man who really lays himself out to get orders, it's mighty hard work.

We say the "man who really lays himself out to get an order," because there are different ways of calling on the trade. Some men merely go about, it seems, in a perfunctory way. They call, present their cards, ask if anything in their line is wanted, get turned down and go away. A salesman may get over a lot of territory in that way and not work very hard—but he won't get many orders.

Another salesman will start out of a morning, keyed up for business. He braces himself to meet and overcome each prospective customer, and make him give up an order; and each visit results in an easy victory or a hard fight, which may result in victory or may not. That's the kind of work that gets business, but, dear reader, it's the hardest work in the world.

If you have such a salesman as that, we hope you appreciate him; and after he has put in a day of that kind of work we hope you don't require him to fill out one of those big report sheets, telling on whom he has called and what each man said.

The man who really gets business does not, as a rule, call on very many people in a day, and pays might little attention to what is said to him if he doesn't get the business. What he wants is orders.

It is our observation that he who is good at making excuses isn't good for much else, and nothing disgusts a really good salesman so much as having to make out

one of those reports. The fellow who has sat around the hotel all day, or gone from place to place handing out cards like a man passing bills, can beat him to death at it. A salesman of the latter class has, we believe, that report in his mind all day and thinks more of it than he does of getting an order. We do not understand that the salesman referred to at the beginning of this article had to make out a report, but if he had been required to do so, it would no doubt have been a good one.

The really good salesman will not give up as long as there is any show for an order at all. He makes a finish fight every time, but if he fails he can't see much sense wasting time telling what the poor man said. Nothing counts, with him, but orders.

GROWTH OF THE VENEER BUSINESS.

As hardwood timber becomes scarcer and of poorer quality it is but natural that the business of making and using veneers should expand; and it is expanding at a great rate. It has now become a large and important section of the lumber trade.

Who the genius was who first thought of using a thin covering of quartered oak to hide a cheap table top we don't know, but he laid the foundation of a big business and conferred a great boon on a very deserving class of people.

It is possible now for people of moderate income to put on a good deal of style in the way of furniture, etc., and that is a good thing. Even a newspaper man may flash a quartered oak chiffonier upon the people, and have a center table with a fancy top for the price of three or four subscriptions, and anything which permits of the beautiful and esthetic being brought within the reach of the poor, hard-driven and downtrodden of the earth is worthy of commendation.

Incidentally the veneer business has affected the hardwood lumber business in divers ways. Throughout certain sections the veneer mills have advanced the price of high-class logs until they are out of the reach of those who manufacture lumber and the lumber trade loses the profits which would accrue from making those logs into lumber; but the veneer business has also made a profitable market for a large amount of inferior stock, of which we are producing a constantly increasing quantity. On the whole, we believe the veneer business is more of a benefit to the lumber trade than a detriment, although the lumbermen of Indiana and Ohio may not agree with us.

Whether it is a benefit or a detriment, however, is of little consequence now. The veneer business is here to stay and the situation must be accepted and made the most of. If the competition of the veneer people becomes too strong, the manufacturer of lumber can do what some have already done—put in some veneer saws.

Such action gives the lumberman the advantage, as he can then buy a straight run of timber and utilize all of it. His best logs he may cut into veneers and with the inspection rules of the National association adjusted as they are at present, the balance of the product will still make a pretty good showing.

There are people who object to veneered furniture because of its lack of genuineness, but in our opinion a cheap table is all the better for a genteel coating of veneer. It really makes the table better and is certainly more sightly, on the same principle that a cheap man is all the better for a nicely finished veneer of good manners and good clothes, even though it doesn't deceive many people nor hide the fact that he is really only a basswood man after all.

THE ANNUAL HOO-HOO.

In a letter from Frank N. Snell, chairman of committee on arrangements for the eleventh annual Hoo-Hoo meeting at Milwaukee, he says: "We have a splendid program arranged and have the money raised to carry it out. We will be ready to take care of every Hoo-Hoo coming here for the meeting, and we are looking for a big attendance. We are making special preparations for the entertainment of the ladies who will be here, so as to make their visit to Milwaukee pleasant and attractive, and we know that all those of the male persuasion will have a good time in our city during the meeting and as much longer as we can prevail upon them to stay with us."

MEETING OF THE TRAFFIC COMMITTEE.

The traffic committee of the National Hardwood Lumber Association held a called meeting at the offices of the traffic manager, Mr. W. D. Hurlbut, at 670 Old Colony Building, Chicago, on Tuesday, August 5. The full committee was present, as follows:

W. H. Russe, Memphis, Teun.
Fred. W. Upham, Chicago, Ill.
J. M. Bullard, St. Louis, Mo.
C. R. Mengel, Louisville, Ky.
F. M. Possell, Cincinnati, Ohio.

Mr. Hurlbut made a report, showing satisfactory progress, and stating that he had, so far, been able to accomplish a good deal that was of benefit to the trade.

One thing was the wiping out of the reconsigning charges at St. Louis. Heretofore reconsigning of lumber brought to St. Louis had been allowed, but on such a basis as cost the lumbermen of St. Louis about 1½ cents per 100 pounds, amounting to about 65 or 70 cents per 1,000 feet. By the efforts of the traffic department, lumber may now be brought to St. Louis and reconsigned on a through rate. This will afford the St. Louis trade much relief and Mr. Hurlbut is now working on other mat-

ters, which, when consummated, will be of equal benefit to other markets.

The committee accepted Mr. Hurlbut's report, and after a general discussion it was decided to admit to membership in the traffic department all who wished to enter, whether they were members of the National association or not. This action was taken because there are some large concerns which wish to enter and are not eligible to membership in the association.

Other matters of minor importance were acted upon and the committee adjourned.

EDITORIAL NOTES.

By the flood of strikes, big and little, with which the country is at present being overwhelmed, the fact is being pounded into the heads of workmen that it takes thorough organization to win, and a union has seemingly to meet with a number of reverses before it learns this fact. The first thing a new union generally does is to rush into a strike. If it happens to win, it will, on the slightest provocation, strike again, regardless of contracts. In a very little while it reaches the end of its rope, meets with disaster and goes to pieces. It is a fact that the oldest, most experienced and most intelligent of the labor organizations have the least trouble with their employers and they very seldom enter upon a strike.

* * *

We have been reading an article by an expert upon the human intellect. He says that man has two kinds of intellect, which the expert call "objective" and "subjective." The objective intellect reasons and argues and proceeds upon logical lines. The subjective intellect feels, and is called "instinct." Men in whom the subjective intellect is strongly developed may be very successful in what they undertake, although being almost destitute of the power of analytical reasoning. Almost every man has felt within himself the conflict of his objective and subjective intellects. He has felt that a certain thing was the correct thing to do, while his reason told him not to do it. The scientist states that when a man or woman has been hypnotized the objective intellect is put to sleep, and the subject is guided and controlled by its subjective intellect and accomplishes some very surprising results. He states that this matter of the subjective intellect is just beginning to be understood by the scientific world and he expects some good results from experiments and investigations now being made.

* * *

The Southern Lumberman has an editorial in its last issue on the relation of the corn crop to the lumber trade. It treats of the effect which the coming big crop will have on the demand for lumber from the farmers. Another important effect a big crop of corn will have on the lumber industry is in the relief it will bring to lumber producers in the matter of feed for

their live stock. The loggers of the Delta country have been paying an equivalent of about \$1 a bushel for corn for their feed stuff for a good while, and it has curtailed operations to considerable extent.

* * *

One thing which will doubtless strike Surveyor-General Wall in studying the figures of hardwood production in the United States, is that if the National Lumber Inspection Bureau could get to inspect that eight and one-half billion it would be a good thing for the Bureau, bringing it a nice little income of \$425,000 a year.

* * *

The Record has never taken the view that a good many have taken in the matter of the trusts—that they threaten to gain such power as to be a serious threat to our political institutions. It has been our opinion that they are more dangerous to the people who invest money in their securities than to anybody or anything else. They are, almost without exception, over-capitalized on the theory that they could establish a monopoly in their line. This is rapidly being proven an impossibility. The establishing of independent iron and steel companies since the organization of the United States Steel Corporation has been phenomenal, and as soon as those independent companies, organized on conservative business principles and equipped with the best and most modern machinery, are in full operation and distressful times come upon the country, the great United States Steel Corporation, with its millions of watered stock and its number of out-of-date plants, will be unable to meet the competition and will come down with a crash. That is the only fear we have of the trusts.

J. Pierpont Morgan will, we believe, prove to be another John Law.

EVANSVILLE INFLUENCE.

Evansville, Ind., Aug. 3, 1902.

Editor Hardwood Record, Chicago, Ill.

In your last issue much was said of the influence that Indiana had upon the question of national rules, all of which was true and to the point. Why should she not have such influence? Her hardwood is in every market acknowledged to be the best. And, while many good hardwood dealers and manufacturers from other parts of Indiana aided with their votes and influence, it was the lumbermen of Evansville who formulated the rules on oak that were unanimously passed by the Indiana State association the tenth of last October.

Representatives from all the concerns here met at the Acme about a year ago and appointed a committee of five of as good lumbermen as ever handled a rule. These men took up the Chicago rules clause by clause from beginning to end and discussed each carefully and thoroughly, making changes wherever in their judgment they should be made in order

that the rules should more nearly conform to the customs of the trade during the last 20 years. These men went at the task with a spirit of fairness and with a determination that the rules should be good for both buyer and manufacturer. They succeeded so well that practically no changes were made when the Evansville delegation presented them to the state association for approval.

And when the Louisville convention of manufacturers adopted rules last June, they adopted the Evansville rules with practically no change. That Evansville should have this honor is fitting, for she stands to-day as the greatest hardwood market in the greatest hardwood state.

C. L. STORRS.

A MAGAZINE OF ARBORICULTURE TO BE ESTABLISHED.

[From Connersville (Ind.) Courier.]

Hon. John P. Brown, secretary-treasurer of the International Society of Arboriculture, has determined to establish a magazine to be the organ of the society. It will be published at Connersville, Ind., the first issue being due September 1. Mr. Brown will be editor, and E. E. Moore, associate editor and business manager. The magazine will be made as attractive as choice literature and copious illustrations can make it. Its object, the promotion of tree planting.

The record of the International Arboriculture Society, so far, is over one million forest trees planted as a result of its efforts. The movement is gaining strength and momentum every day, and still greater achievements will mark the near future.

No organized endeavor could be more philanthropic or patriotic. The trees planted now will benefit future generations rather than the present. Climatic conditions will be improved, and a future timber supply insured. Railroad companies and officials especially should interest themselves to assist this splendid cause.

Mr. Brown has proven himself a most potent factor in spreading and building up a healthful, intelligent sentiment with scientific tree planting as its object. His efforts have covered almost the entire country, and everywhere he has enlisted the cordial support of progressive and far-seeing men. His magazine will unquestionably meet with instant recognition, and under his able direction become the highest and most eloquent exponent of the science of tree planting.

The magazine will be issued monthly, with a subscription price of \$2 per year. But, in the prospectus just issued, the extraordinary offer is made to present each paid subscriber with 100 forest trees. Each subscriber will also be enrolled as a member of the society.

A Prominent Lumberman and a High Public Official.



GOVERNOR A. T. BLISS, Saginaw, Michigan.

Few lumbermen have reached as great a prominence in public life or held a more honored place in the lumber trade than A. T. Bliss of Saginaw, Mich., governor of that state.

Governor Bliss is a native of New York State, where his youth was spent on his father's farm, and as a clerk in the store of a merchant. When the Civil War broke out he entered the army as a private in the Tenth New York Cavalry. He withstood the hardships of Andersonville prison and came out of the army as Colonel of the company, which he entered as a private. He is very popular with the members of the Grand Army of the Republic and has held the high post as commander of the Department of Michigan.

After the war he settled at Saginaw, where he at once embarked in the manufacture of lumber on his own account. He was successful from the start and began immediately to invest in timberlands.

To-day he is probably the largest individual holder of timberlands in the world, owning large tracts not only in Michigan, but also in the states of Washington, Oregon, California, Minnesota, West Virginia, Tennessee, Alabama, Arkansas and Louisiana. These vast holdings, however, he regards as investments pure and simple, and recent profitable sales in Pacific Coast properties have proven the wisdom of such investments. His business operations, however, are largely in and around Saginaw, where he owns two large saw mills, a mammoth salt works, a coal mine and a beet sugar factory. He also owns a large amount of business and residence property in Saginaw and considerable farming lands in the vicinity of Saginaw and Flint, Mich. One of the most recent enterprises in which he became interested is the Chicot Lumber Company, a big hardwood lumber manufacturing institution. He is president of the company, whose plant is

located at Blissville, Ark., the town being built for the company and named after him. This company is reputed to have the largest and best hardwood milling plant in the country.

Notwithstanding the call which all of these vast business interests made upon his time and thought Governor Bliss has reached a proud position in the political firmament. He has been on all the rounds of the political ladder. He has served as alderman and then as mayor of Saginaw; he has been a member of the State Legislature and served the Saginaw district in the United States Congress. He is now governor of the state of Michigan and has just recently been renominated for that high office on the Republican ticket, for the second term. In political life the governor is of the old line type, has had a long and varied experience, and the following he controls is a compliment to his political sagacity and integrity.

In business life and considering the importance of his affairs, the most valuable tribute to his commercial status is the high esteem in which he is held by his business associates. No man could have built up the extensive business which is now comprised in the operations of Governor Bliss did he not possess a high order of business talent and reputation for integrity.

The governor in private life is well known for his many contributions to charity and donations to public enterprises. A monument to this phase of his character is a splendid drinking fountain given to the city of Saginaw, and he also only recently bestowed a cash item of \$21,000 on Albion College of Albion, Mich.

As one to whom honor is due, the Record takes great pleasure in presenting the likeness of Governor Bliss herewith, and the above brief outline of his successful career as a citizen of our country, as a business man of our tribe and as a man of men all the way through.

The Boyne City Lumber Company of Boyne City, Mich., the new hardwood corporation previously mentioned in the Record, have purchased as a site for their new plant the mill property of Wigle & White and some adjoining territory. The old mill will be put out of commission and the new mill erected on the enlarged premises. The work will be carried forward under the management of Mr. White, which insures its hasty completion. Mr. White says the plant will be in operation by the first of the year, providing the delivery of machinery is made as promptly as expected now. It is estimated that the number of men necessary to operate all branches of the new mill will approximate 300.

The building of the Williams Bros. factory at Cadillac, Mich., is under way. It is the present intention to begin the manufacture of hardwood lumber, billiard cues, ten pins and last blocks.

The Man About Town.

BY C. D. STRODE.

HISTORY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION. (CONCLUDED.)

With the history of the influence of Indiana in the making of the rules of inspection on oak lumber, and the adoption of those rules by the National association at St. Louis, the history of the National association is practically brought up to date.

Another chapter would finish the history of the effort to secure uniform inspection rules, which was all that the association was organized for. I sincerely regret that I cannot write it now, for it may fall to the lot of someone else to write it. I believe, at least I hope, that in another year the last chapter of the history of the making of uniform inspection rules will be ready to be written. The inspection bureau was an afterthought, and whether it succeeds or fails the work the association was organized to perform has been accomplished—all but that last chapter. And a great work it has been and will be for the hardwood trade. For if the National association should die to-morrow its uniform rules would remain, and the good it has done live on.

I am only speaking of remote contingencies, of course. I believe the National Hardwood Lumber Association is stronger in the esteem of the hardwood trade to-day than at any time. The hardwood trade is more nearly united now than ever before. From the lakes to the gulf the old animosities and prejudices have been wiped out. The old practices, which in a measure justified those prejudices and animosities, but which I will not name, have been checked. The changes have not been made so much by the national rules, or by the inspection bureau, or by any legislative or official action on the part of the association, as by the bringing of the lumbermen together. When the St. Louis and Chicago lumbermen met each was surprised to find the other not nearly so black as he was painted. When the manufacturers met the dealers it was a revelation that they were a fair-minded, broad-gauge set of men, willing and ready to meet half way, or a little more, on any kind of a proposition looking to better understanding, better business methods and friendlier relations. The importance and beneficial effect of those meetings, in smoothing out the rough places in the hardwood trade, cannot be overestimated.

Those meetings also had a moral effect. Lumbermen did not like to meet with their brother lumbermen and feel that they were not respected. Under the old conditions the hardwood lumber business was largely a cutthroat business, each lumberman feel-

ing justified in taking every possible advantage, fair or unfair, being certain that such advantage would be taken of him.

Under the old conditions it was impossible that a man doing a general hardwood lumber business could avoid getting into trouble. No matter how fair and honorable his methods, nor how upright his character, he was bound to have trouble. Someone would ship him stock not up to grade, and because he claimed a reduction he was denounced as a thief. If he called in an official inspector of his market, his only recourse, he was only hooted at. It made very little difference in his reputation whether he was strictly honest or not, there being no way of proving innocence or guilt. It came finally to the point where some of the trade papers took it upon themselves to act as arbiters, and say who was right and who wrong. This led to even a worse state of affairs, for some of the unscrupulous papers (maybe I should in fairness say one) undoubtedly used their power to levy blackmail upon the trade.

Such conditions placed a premium on dishonesty. Anybody who would subsidize the press could do about as he pleased, and there were, and are, firms in the trade whose reputations, as being worse than their neighbors, were made because, whatever else they did, they had too much courage and self-respect to be blackmailed.

All this has been changed by the National association. Under present conditions any illegitimate practices are easily exposed, and those who do the fair thing are strongly protected. For bringing about such conditions the National association earned the enmity of at least one paper, and that paper, although unable to oppose the association openly, slinks along in the guise of friendship, but never loses an opportunity to do the association an injury.

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As for the inspection bureau, Surveyor-General Wall informs me that it inspected more lumber in the first six months of this year than it had inspected in the three years preceding, and that the prospects for growth are good.

The trade should support this bureau. With it in existence and supported sufficiently to employ a competent corps of inspectors, the trade has almost absolute protection. It seems probable that, as the years go by, the hardwood business of the country will come to be done more and more on the National rules and straight grades. At least two departments of the United States government are sending out their requisitions based on the National rules; so, too, is the Pullman Car Company, and others of the largest users of

hardwood. This is a great gain for the trade at large, as it gives everybody a chance to bid. As yet those concerns have not specified that the National rules shall be applied by a National inspector, but that must inevitably follow.

Secretary Vinnedge informs me that the present demand for inspection rules is unprecedented in the history of the association. The first edition of the new rules consisted of 10,000 copies, and is nearly exhausted. It took nearly 5,000 copies to give each member of the association ten copies each, and aside from those he has sold nearly 4,000 copies since July 1, when the edition became available. The people are buying those rules to use them, and when they get to doing business upon the rules the demand for the protection which the inspection bureau affords will increase.

The inspection bureau has, it seems to me, a long and extremely useful career ahead of it.

The traffic department is a new feature in the association, and has charge of a matter in which I am not posted; but it was deemed necessary by a very intelligent and practical committee, composed of as good and able men as the association affords, and will, we doubt not, be made a success and of great benefit to the trade. One thing about it, as about the inspection bureau—it is no tax upon the association. Membership in the association is \$10 a year, and will probably remain at that figure. If a member wishes to use the inspection bureau he pays so much per M. feet; if he doesn't wish to use it it costs him nothing. It is there for his accommodation whenever he needs it. If a member wishes to use the traffic department it costs him one-tenth of 1 per cent of his minimum capital rating in Dun's agency, a year. If he doesn't wish to join he needn't. And it seems to me it will be the part of wisdom on the part of the members to keep all departments which may in the future be added to the National association on the same basis.

The association was established, the uniform rules agreed upon and the inspection bureau put in working order at an average cost to the members of \$5 a year. This was what the association was organized for, and with the dues as at present, \$10 a year, the association should be able to maintain itself. If any group of members believe that some other department may advantageously be added, let them make it stand upon its own bottom, leaving it optional with the members to support it or not, and not tax them to support something from which they feel they will derive no benefit.

With due respect to all the departments which are now, or may hereafter be, es-

tablished, the principal benefit of the National association to the trade at large and its members individually, comes from the bringing together of the trade at the conventions; and in order that those conventions may be as largely attended and as thoroughly representative as possible, the association should be kept upon a thoroughly democratic basis. Whenever you begin to burden the association with this thing and that thing, and raise the dues to meet the expenses, you are going to lose ground. That, of course, is only my personal opinion.

And I believe that is all.

ANOTHER MEMPHIS POEM.

We don't know what is the reason but nearly all the poetry we get comes from Memphis. It may be the climate. It might be the water, if the people down there drank water. We get a poem from Memphis nearly every day, but this is the only one since that great effusion of June Allen's that we have considered worthy of publication. The writer asks us not to publish his name, for reasons which you will understand after you have read the poem. The sentiment of the poem is very fine and will recall to the minds of many of our readers the scenes of their youth. The poet gets his "feet" tangled considerably, but that can easily be overlooked. People frequently get their feet tangled in Memphis.

We trust that the other hardwood poets of Memphis will not take offense that we publish this poem after rejecting theirs. If they will read and study this poem carefully they will see how superior it is, and they will strive to improve.

We have every desire to encourage the aspirations of the Memphis lumbermen and to that end have decided to offer as a prize a year's subscription to the Record for the best poem submitted to us by a Memphis lumberman or employe of a lumberman before next Christmas. June Allen barred on account of being a professional.

THE OLD-TIME SAW MILL.

By Memphis Inspector.

In a valley, secluded and lonesome,
Where wailed the whippoorwill,
Recollections of pioneer days
Call back the old saw mill.

The primitive times of long ago,
When timber was virgin and fine;
Not a tree, even walnut, was selected
Save clear and straight as a line.

The old saw mill was a factory crude;
Water the power, with overshot wheel;
The machinery was mostly of wood;
Manner of sawing, hard to reveal.

The saw, ancient sash saw, worked
Vertically in groove, not space;
Cut in movement downward only,
Backing while ascending into place.

Slow and lazy the old saw sawed.
The laborers numbered few men;
While the saw was making "a line"
The sawyer filled the places of ten.

The old saw sawed, and sawed, and sawed,
An hour, many times, on a board.
If the log was large and lengthy
The wood wheels squeaked with their
load.

How different now the mills of to-day,
Steam feeds, band saws double cutting;
Ocean greyhounds over crafts which sail
Show not advancement more fitting.

These factories and mills complete
Are clearing the forests with a will;
Are typical American industries,
How modern to the old saw mill.

But in memory's picture land,
In a wooded valley, under a hill,
Returns a scene of early days,
And we think of the old saw mill.

LOCAL GOSSIP.

F. N. Jaynes, of the Hobe-Jaynes Lumber Company of Minneapolis, was in Chicago most of the past two weeks and favored the Record office with a visit. Mr. Jaynes states that the hardwood situation in the Northwest is extremely gratifying. The demand, he says, has been steady all year and the prospects are for better business in the fall.

Mr. A. R. Vinnedge, of Vinnedge Bros., and the efficient secretary of the National Hardwood Lumber Association, is spending his vacation in the East. He will be away from business two or three weeks.

George F. Johnson, manager of the Quinnesec Log & Lumber Company of Milwaukee, Wis., showed up in Chicago this week. He says they have succeeded in accumulating a pretty fairly complete line of hardwoods, which they are now offering for sale.

J. V. Stimson, manufacturer of hardwoods at Huntingburg, Ind., and Owensboro, Ky., was in Chicago this week. Mr. Stimson states that trade with him has been good all season, and that as a fact he was completely sold out of everything in shipping condition, except a lot of 1-inch common white oak.

H. M. Nixon, president of the H. M. Nixon Lumber Company of this city, is on the sick list, but is expected back at the office the first of the coming week.

Otto Meyer, representing the Bonsack Lumber Company of St. Louis, paid the Record office a call Wednesday of this week.

T. J. Christian, assistant general manager of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., spent a few days this week among the

Chicago trade. Tom says business is tip-top and that his nine-year-old son Holmes is the champion boy fisher of the state. The youngster captured a five-pound bass a few days ago at Lake Maxinkuckee.

H. C. Jackson, sales agent of the Michigan Maple Company, Grand Rapids, Mich., has been visiting the trade around Chicago the past two weeks. Mr. Jackson says the supply of marketable maple throughout Michigan is growing very low.

P. A. Gordon has resigned his position as traveling salesman with the Fullerton-Powell Hardwood Lumber Company of South Bend, Ind. He has not definitely allied himself in a new position, but is contemplating a connection with a yellow pine concern after a short rest.

Charles H. Barnaby of Greencastle, Ind., whose reputation for finely manufactured quartered white oak is well known in the lumber trade, is just returned from an extensive trip around the lakes. The lake trip was made from Buffalo to Chicago and included a short stay at all the important intermediate points. Barnaby says it was a fine outing and that he is going back home so fresh that he will probably break a lame string when he starts pulling again. He has just recently added two veneer machines to his plant and will be on the market with quartered oak veneers in a short time.

W. H. Russe, of Russe & Burgess, was in attendance at the meeting, Tuesday, of the Traffic Bureau, of which committee he is chairman. He spent a day with his family, who are at the South-Haven (Mich.) resort for the summer and will later on take a more extended rest there.

Frank F. Fish, president Foster Lumber Mercantile Agency, left this week for an extended business trip to the Pacific Coast. The nature of his errand is, of course, to extend the influence and business of the Blue Book.

GOTHAM GLEANINGS.

H. C. Magruder, dealer in hardwoods at Fourth and Lewis streets, this city, has been appointed the eastern agent for the oak flooring and other hardwoods manufactured by the M. B. Farrin Lumber Company of Cincinnati. Mr. Magruder will retain his present offices until he finds more commodious and handsome quarters uptown.

Interesting hardwood insurance news was brought from Buffalo by R. H. McKelvey, of the Lumber Underwriters, No. 66 Broadway, recently. He tells of a meeting of the hardwood people up there, headed by Orson Yeager and Angus McLean, protesting against the increased rates and indorsing the work done by the Underwriters and by the Mutuels. The

claim was made that Buffalo stands at the head of all the cities in the amount of insurance carried on its hardwood yards. The sum is \$600,000. Memphis comes second. Over \$125,000 was paid in premiums during the past twenty years, and all that was paid back by the companies was \$724. Another unsatisfactory case of "keep the change."

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This is vacation time. E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, left with his family on Saturday for Head Tide, Me., to hunt and fish; Frink A. Lewis of the Lewis & Landon Lumber Company, has chosen the waters of Ontario to seek the fickle finny tribe; E. A. Landon joins him at the Thousand Islands; W. D. Mershon, New York representative of the Mershon, Schuette, Parker & Co., has just returned from a trip to Saginaw, Mich.; Norris H. Norden is at Asbury Park, and S. E. Keller, maple and oak flooring, No. 18 Broadway, is up in Putnam County, New York.

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The well-known hardwood exporter, John W. Hussey, is back from a trip South, looking up the sources of supply.

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C. G. Powell, of the Fullerton-Powell Lumber Company of South Bend, Ind., hardwoods, was among the visitors to the metropolis during the latter part of July. Mr. Powell attended to business matters and at the same time spent his vacation in the East.

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Other visitors here lately included J. H. Gress, Tifton, Ga.; A. H. Daugherty, of W. E. Kelley & Co., Chicago; J. C. Cremer, auditor, of the Chicago Lumber & Coal Company, St. Louis; W. B. Millard, of the Millard Lumber Company, Rouse's Point, N. Y.; C. L. Adler, Chicago, who is also president of the Adler Lumber Company, Lyons, Ky.; C. T. Cook, of the Maple, Birch & Beech Flooring Company, Gaines, Pa., and C. Molina of Molina Bros., Havana, Cuba.

* * *

Mr. Molina arrived in the metropolis from the new republic on August 4, and it is said that he will devote at least a couple of weeks to becoming acquainted with the cedar and mahogany men of the East, if not of the Middle West, as well. The Molina Bros. have big tracts of timber on the north coast of Cuba.

* * *

Recent salings for the other side of wealthy lumber kings include the departure of W. D. Johnston, of the American Lumber & Manufacturing Company of Pittsburg, on July 26; that of F. L. Peck, president of the Lackawanna Lumber Company, Scranton, Pa., on July 23; that of Robert Hunter, of Hunter, Benn & Co. of Mobile, Ala., on July 30, and that of Thomas H. Shepard, of the Shepard & Morse Lumber Company on August 6. With the possible exception of

Mr. Hunter, whose pitch pine export business makes his presence abroad occasionally imperative, all of the gentlemen seek recreation and pleasure.

* * *

Henry Cape, hardwood wholesaler, No. 1 Madison avenue, is reported well on the road to recovery from his recent severe attack of typhoid fever.

* * *

W. H. Mace, New York representative of the American Lumber Manufacturing Company, Pittsburg, is back from a vacation stay in Canada.

* * *

Although scheduled to begin operations late in July, it is believed that a week or two of August will have passed before the new Greenpoint mill of W. E. Uptegrove & Bro. is in full swing.

NEWS IN EVANSVILLE.

The mills are all busy. The Henry Maley Lumber Company have a good supply of logs. May, Thompson & Thayer are running steadily 12 hours a day. Maley & Wertz are preparing to run day and night. They have four immense barges of logs in sight. Moeller & Storrs have more than they can unload in the usual workday, so are working their men a full 12 hours a day.

* * *

Henry Maley Lumber Company have recently purchased a choice tract of 1,100 acres of hardwood timber for \$30,000.

* * *

Maley & Wertz are on a trade for a 2,000-acre tract, containing much choice walnut and oak.

* * *

Moeller & Storrs are getting some of the largest logs that ever entered the city, one oak measuring 7 feet at the stump and one poplar over 8 feet at stump.

* * *

May, Thompson & Thayer have just finished taking stock, a portion of which they list in this issue of the Record.

ST. LOUIS NOTES.

Theodore Plummer, of the Plummer-Benedict Lumber Company, reports that his business has grown so rapidly during the past several months that he has been forced to increase his capacity and has taken a long lease on a large piece of property in the northern part of the city to be used as a storage yard for cypress and poplar. Mr. Plummer makes something of a specialty of these two woods, but also carries a line of the other hardwoods. He has also decided to remove his office to the new yard from the present quarters in the Security building.

* * *

A. J. Lang says his business during the past few weeks has been "just all right" and he believes it will remain so. He has placed some very fair contracts with the mills, on which the deliveries are fairly prompt, and he says the present volume of his business is fully as heavy as he has

ever known it, despite the fact that this is supposed to be the period of midsummer dullness.

* * *

W. W. Milne, of the Milne Lumber Company, has departed for the northern country for a short vacation from business cares. He says he will merely lie around and rest, but I caught him trying to borrow a fishing pole.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, states that business has improved slightly during the past two or three weeks, the main change being in the increased buying on the part of the furniture people. He says trade is morally certain to be very brisk this fall and that it is his opinion that the first of the fall buying has already started.

A PROMISING INSTITUTION.

A new saw mill has been put in operation in the west part of town on John Steers' lots. Bradley and Oliver Hauger are the proprietors and managers. Brad is an old pioneer saw mill man, and as a head sawyer is second to none. Oil is the bookkeeper and lumber inspector and has had sufficient practical experience to warrant the correct performance of his duties. The plant is in perfect working order. A fifty horsepower engine furnishes the power. And an improved thin cut saw eats its way rapidly through the logs. "Tweedie" Stevens, the old veteran saw-miller, is in his element setting headblocks. Al, Sappenfield is fireman, engineer and general machinist. John Carter shapes up the boards on the edger and Ben Moore is receiving lumber straight from the saw. The boys have quite a fine lot of walnut logs on the yard. Also some fine oaks which will be quartered. They have a large lot of timber contracted which has not yet been cut. Jerry Moore goes over to the mill every day to keep things running smooth, and the presence of John Rose about the mill assures success and good luck to the mill.—Orleans (Ind.) Examiner.

The Custer Manufacturing Company will remove their plant from Custer to Eastlake, Mich. They manufacture wooden bowls and clothes pins.

D. Hitchingham & Co. of Whitaker, Mich., have bought the Frank Hallock saw mill property at Peach Orchard, Ark., and will operate it in connection with the Tent-rill mill at that place.

The American Hardware Corporation of New Britain, Conn., announce the election of A. N. Abbe of New Britain as purchasing agent.

Barbour & Starr of Toledo, Ohio, will erect a large flooring mill. They will manufacture maple flooring and handle hardwoods.



MARKET REPORTS

CHICAGO.

It is current talk around town that there is a noticeable improvement in the local hardwood situation. In other words, things are beginning to tone up, and a little earlier than expected. There is considerably more movement going on than during any time within the last two months, and there are certainly more inquiries for stock than usual at this time of the year. Evidently those factories that buy in large quantities are on the eve of making contracts for their fall supply. This class of consumers, carrying large stocks as they do, have been in the market only on a very light basis, buying sparingly with the idea, no doubt, that they might be able to buy cheaper, but they have noted such a slight decrease in values that they are willing to go ahead now. Some are getting started a little earlier than usual, thinking, perhaps, that later in the season the buying competition will be stronger, and realizing, too, that the outlook for a burdensome supply has gone glimmering. There is no doubt in minds of local dealers that August, in point of sales, will far exceed that of July, and possibly as good as any preceding month in the year.

In a certain sense this state of affairs cannot be ascribed to local causes. The reason for the strength of values and this early activity in Chicago lies in the general prosperous condition of the agricultural districts of the West and the great Northwest. The crop prospect in this section is the most promising in many years and prices on all grain products are higher than usual. The large railway systems of the Northwest are encouraging emigration and each settler makes a bit more business for all classes of manufacturing industries, particularly those located in Chicago and surrounding territory, since a big portion of their business comes from the West and Northwest.

Quartered white oak in common and firsts and seconds regained its equilibrium early in the year and has maintained its standing right up to the present time. There is and has been throughout the summer a good, steady demand, especially in 1-inch stock. There is no particular change to be noted now, except, perhaps, a little more scarcity in available dry stocks and a little more show of activity. There is no question as to its stability, and by some it is thought there will be an advance in price.

Plain 1-inch red oak, both in common and

firsts and seconds, is in good, strong demand, and why it is that there is price-cutting on this stock in this market is not ascertainable. The demand is excellent, there are ready takers for all dry stock offered, and yet there is a range in price, and quoted to firms whose requirements are known to be as rigid as the rules allow, of \$5 per M. feet on firsts and seconds and \$3 per M. feet on common. However, it is due to say that there is only a little offered at the minimum price, but just the same it affects the market.

There is probably not such a noticeable range in price on any other wood. Quotations on poplar, cottonwood and basswood on a set standard of grading are all within reach of one another. There are poplar producers, and to a smaller extent basswood and cottonwood producers, that quote their product beyond the average price, but the intrinsic value of their stocks levels the difference in price.

Northern hardwoods are sharing in the general strength of the market, though hardly to the extent that is due them. The best seller and the more stable product of any of the Michigan hardwoods is maple. There has been a steady growth in demand and a slow but sure advance in price for maple since the first of the year. Its standing was without question enhanced through the efforts of the Michigan Maple Company, which handles in the neighborhood of 75 per cent of the maple product in Michigan.

On the whole, it can be stated, so far as this market is concerned, that there is some slight improvement in trade over that of July, and the prediction that a brisk fall trade will ensue is beginning to be realized already.

CINCINNATI.

Cincinnati, O., August 5, 1902.

The local lumbermen seem to be pretty well satisfied with the lumber situation as it is. They will all admit that trade is not as brisk as it has been, but they claim that business is better right now than it has been for years during the corresponding period. Trade has been very good for the past few months and the slight relaxation felt now is not entirely unwelcome to some of the dealers who want a little breathing spell before the fall trade opens. Inquiries are steadily coming in and sales are not so hard to effect. Prices on almost all of the hardwoods are good and firm, and no decline is looked for or expected. In fact, a

slight advance may be expected. Dry stocks in all woods are still exceedingly scarce and no relief appears to be in sight for some time to come, as the demand seems to be equal to the output and stock is not accumulating as is customary at this time of the year.

The local yards are very busy and the builders are busier than they have ever been. The manufacturers are still running on full time and prospects are very bright for large business this fall.

The export trade is steadily improving and does not seem to be effected by the summer months; in fact, export shipments were few and far between before the advent of the summer months. Gum lumber seems to be most favored by the exporters, although oak also is meeting with good demand. Walnut lumber always was good exporting stock and is still sustaining its reputation.

At present writing several barges of cottonwood are being unloaded at the river front. More of these barges have been unloaded here this year than ever before and the demand is still as heavy now as it was at any time during the year. An enormous amount of cottonwood has been consumed during the past few months and great inroads have been made in dry stocks and next fall the box manufacturers will have great difficulty supplying their needs in box common cottonwood. First and seconds cottonwood is also enjoying a good demand, and prices are climbing. Mill cull cottonwood, along with the other grades of this wood, is enjoying great prosperity. It is being used for crating stock and for such purposes is meeting with good demand.

It is not very surprising that gum lumber, also, is in great demand, because this wood is adapted to the same uses as cottonwood and poplar, and in view of the scarcity of the former and the high prices of the latter a good demand is only natural. Resawed No. 3 common gum is in good demand for crating stock. First and seconds red gum is advancing in price. The export trade has taken up this wood and a good demand is noticed in all thicknesses. No. 1 common has fallen off slightly, although it still has a fair call.

Although oak lumber is still in good demand, a slight falling off has been noticed in all grades, particularly in plain sawed lumber. Quartered white oak is easy sale in first and seconds. Quartered red is sought after mostly in the common grade. No. 2 common is quiet and there

is practically no demand for No. 3 common.

There has been practically no change in the demand for poplar. There is always considerable call for this wood, but high prices have to some extent cut off some of these inquiries. There is very little dry poplar in the upper grades on the market to-day and consequently good prices can be realized. First and seconds and common poplar in lumber thinner than inch is being sought after. Several large blocks of this stock have been sold recently. Clear sap poplar is a little slow and No. 3 common is no better. The demand for No. 2 common, also, could be better.

A slight improvement has been noticed in the demand for ash lumber. This wood has not enjoyed its usual demand this year, and as a result prices are not as firm as formerly. Common ash seems to be having the best call.

Among the other hardwoods it seems that chestnut is the most favored. The demand for this wood is mostly for firsts and seconds, common and sound wormy stock. Mill culls are a drug on the market.

NEW YORK.

To test the weakness or strength of certain grades and classes of lumber they must occasionally be run up against a period of dulness. This test has been accorded hardwoods in the metropolitan market, and it is only fair to say that they have, on the whole, acquitted themselves well.

The usual quietude of summer has been experienced, and yet, in the main, there has been no break in the figures for which the better grades change hands. This may be largely due to the fact that the millmen have not been overburdened with stocks and that they have had the good sense not to try and hasten sales by forcing the market.

One pleasant feature of the hardwood conditions is the recent advances in oak flooring. The news that John B. Ransom & Co. of Nashville had sent up their quarter-sawed oak flooring \$5 and their plain oak flooring \$2.50, was received with much satisfaction here, especially as it is believed other manufacturers will follow.

Maple flooring, however, is said to be not quite as firm as its neighbor, and there are stories of slight shading from the list.

Quartered oak can be denominated fairly firm at the present writing. There is a very fair demand for domestic, though the export call has slackened a little. In plain oak what call there is is for dry stock and on this prices do not weaken. An improvement, however, is looked for.

As for poplar, it still remains the strongest feature of the entire market. It is still a strong seller and prices are being held remarkably firm, considering the season.

This was never a particularly strong market for ash, and the call just now is little more than fair.

Chestnut is in good demand and prices are steady.

It was expected that the cessation of hostilities in South Africa would result in greatly increased hardwood orders, but such was not the case. There has been some little call for poplar and oak, but the orders were of retail yard dimensions, and were invariably for special sizes.

However, careful observers in the trade predict an excellent demand, both domestic and export, in the fall, and point to the fact that the retail yards and the various factories in the East must be almost bare of stock by this time, owing to the persistency with which they have refrained from ordering for some time.

EVANSVILLE.

The condition of the hardwood market here is in every way satisfactory with one possible exception, and that is that the mills cannot get good logs as quickly as they need them. Prices on every article in the list are firm, with an inclination on the part of every mill to spring prices a little whenever a buyer appears. There is a firm belief that good oak is better property to hold than government bonds or cash in bank.

Quartered and plain oak, poplar and walnut of all grades are scarce, and much oak is being put up on orders for shipment when 30 days old. Plitches and thin quartered stock are in strong demand, and export orders are numerous. Every indication points to a greater fall trade than ever before, with firm, if not higher, prices.

ST. LOUIS.

Inquiry among the local wholesalers of hardwoods brings out the information that there is considerably more trading being done than during the middle of July. Conditions which prevailed at that time, notably the reluctance of the furniture manufacturers to place orders during the continuance of the two furniture exhibitions, have been pretty well overcome and the consequent improvement in business is regarded as the opening of the fall trade, although it is yet very early in the season. Dealers state that they have never enjoyed such a heavy or satisfactory business during July as that they have just experienced. There have been conditions prevailing during the month which were not entirely satisfactory, chief among which has been the difficulty of securing desirable lumber at first hands, but, on the whole, the results of the month are much better than St. Louis is accustomed to and all are apt to say something similar to that of one dealer who says, "If things were any better I couldn't stand it."

As is stated in the foregoing, the difficulty being experienced in securing desirable lumber at the mills is one of the main

troubles of the present situation. All of the dealers report that they are unable to secure as much lumber as they would desire, and that it is their belief that the production is not as heavy as it was at this time last year. Whether this is true or not, it is evident from the amount of lumber coming into this market that St. Louis buyers, no matter how energetic they may be, are unable to secure as much lumber as last year and they are forced to pay much higher prices for it. There is considerable local comment over the fact that prices at the mills have advanced more rapidly than those in the more northern markets, until it is now a condition in this market that mill prices are entirely out of line with those being paid for lumber in St. Louis. As the mills are obtaining these prices with no effort whatever and as St. Louis buyers are paying them, it would seem that an advance in the local prices in the near future is not out of reason. Many predict this and base their calculations upon the condition of local stocks and the fact that they are growing no better. So far as the leading hardwood items are concerned, the St. Louis yards were long ago depleted of dry stock and they are now filling their orders with shipping dry lumber. This is occasioning more or less complaint, but the other markets seem to be in the same fix and it is certain that the St. Louis people are unable to do otherwise. Considerable green stock is being placed on sticks in the St. Louis yards, but very little of this will be in shipping condition much before winter, so that the immediate situation is not in the least relieved. The traveling salesmen are being kept on the road and are showing excellent results, but, as has been intimated, the greatest energy is being expended at the buying end of the line.

Poplar and cypress are two of the leading woods at this time and both are enjoying a demand which is very unusual for this season of the year and are in poor supply in local yards. Thirty-eight dollars and upward is the poplar quotation, based on inch stock, and, while the receipts have been slightly heavier during the past week or so, much more stock could be used. Cottonwood could really be placed in this same class, for the peculiar conditions now prevailing in this market make it almost impossible to buy it. Considerable of it has been coming in, but it seems to be all in the hands of one man and goes to one consumer, so that the many other users are unable to buy anything like as much as they need. At the mills this same condition prevails with reference to cottonwood—that it is pretty much all in the hands of a few operators and the many smaller dealers who formerly handled it are left out of the deal. While gum does not yet show much inclination to improve, the present and prospective condition of cottonwood cannot but have its effect and that effect is morally certain to be beneficial to the gum interests.

The Funny Old World.

THINGS FOREIGN AND DOMESTIC.

It probably does not beseem a citizen of the United States, with the many glaring defects in his own government, to criticize the government of such a country as Great Britain, with its many points of superiority over that of any other nation, but to the American mind and the American habit of thought the institution of royalty as it exists in Great Britain appears more or less ridiculous. The king of that country has far less power than has the president of the United States. In fact, so far as governmental affairs are concerned, he is little more than a figurehead. Public opinion rules in Great Britain as certainly as it does in the United States, and that opinion in Great Britain is in many respects more enlightened, more just and more conservative than in this country. Admitting all this, and, in fact, largely because we do admit it, the affection of the British people for their institution of royalty is incomprehensible to the practical American mind.

The government of most of our large cities is unspeakably corrupt, our public moneys are squandered, many of our public institutions are grossly mismanaged, and we submit without a murmur to being bullied and robbed in a way that the citizens of Great Britain would consider unendurable, but we would arise as one man and resist, should any attempt be made to elevate somebody because he happened to be the son of somebody else, to a position where we would be required to kiss his hand or bend the knee when we were introduced to him.

Well, different people have different ideas, and the coronation of King Edward VII is none of our funeral; but as the British people like their way of doing and as the British people are mighty fine people, we all hope that King Edward may sufficiently recover his health to be crowned at the next attempt. If the English people are bound to have a king, he, being an able and popular man, is as good as any.

Many well informed people believe it better for a country to have a strong monarchical government, such as that of Germany. Others favor a republic, such as the United States. Great Britain combines both forms in a manner which appears to us illogical. She maintains a monarchy with all the pomp and ceremony in the world, but robs the monarch of all the power and bestows it upon the Parliament. But with it all, Great Britain has as good a government as any under the sun and so long as her monarch behaves himself and does not meddle with things which do not concern him he will hold his job.

One effect of the postponement of the coronation is to let the government at Washington out of an embarrassing situation. Mr. Whitelaw Reid, who was sent to represent the United States at that function, has returned home, and probably has a court suit, including a pair of knee breeches, for sale cheap. The action of President Roosevelt in sending an accredited representative to attend the coronation raised a tremendous commotion in some sections, and the fact that he was recalled without having bent the stiff American knee to royalty will please some and deprive some of our campaign orators of valuable ammunition. Whitelaw's knees are his own, of course, and the American people have no objection to his doing what he wishes with them in his private, personal capacity. He may don a pair of knee breeches or a pair of tights, and fall on his knees, or stand on his head, or walk on his hands, as Whitelaw Reid, and the American people will say "Good boy, Whitelaw! Do it again." But when it comes to doing those things as the representative of the great American people, b'gosh! it becomes another matter.

In the meantime, Uncle J. P. Morgan continues his European observations. And Charles T. Yerkes, also, is over there looking around with the idea of giving London such street car service as he gave us in Chicago. If the people of London want to see a specimen of Mr. Yerkes' handiwork, let them kindly send a representative over here and give him a few weeks' experience hanging onto straps, clinging to footboards or riding on fenders. And with all that the Union Traction Company can't make enough on its watered stock to pay dividends. Chicago will doubtless recover from its attack of Yerkes in a few years, but London is welcome to him.

And we are glad that Mr. Morgan has gone to Europe. We are proud of him, but he is too smooth for us, and we hope he will find his trip to Europe profitable enough that he will feel justified in remaining. He doesn't produce anything and has to make several millions a year off people who do produce, and if it's just the same we'd rather he'd make it off the people over there.

His specialty is organizing trusts by buying up all the plants in a certain line and paying the owner of each all he asks for it, in stock in the new corporation. Then he sells several millions of watered stock, pays himself out of the proceeds, gives the new concern enough working capital to keep it going until he gets into the next state, and lets it go. His inflated concerns are doing pretty well now

because we are enjoying the best times in the history of our country, but when hard times strike us again they will, in my opinion, collapse like a lot of punctured balloons.

We are glad Mr. Morgan has gone to Europe, and hope he may find in that country employment for his peculiar talents for some time to come. The men who sell out to the trusts he organizes will not lose anything. It is the public which at the present is eager to buy whatever he offers for sale that will have the bag to hold. Still, the public has lots of money and some very shrewd observers believe it likes to be humbugged.

But some of these days Uncle Pierpont will stub his toe.

* * *

Speaking of trusts reminds me that it is reported that another of our prominent citizens, Mr. John D. Rockefeller, has extended his operations to Europe, and by combining with the Rothschilds, has extended his oil monopoly so that the people of Europe may enjoy its benefits. Now, there is a man that this great and free country is really proud of. An enthusiastic professor in the Chicago University has said that Mr. Rockefeller is as great a man as Shakespeare was. The professor was criticized rather severely for the statement because of the fact that John D. contributes an average of a million a year to the university. Be that as it may, I agree with the professor and my indorsement can have no taint of self-interest. My coal oil costs me full price and I am under no personal obligations to Mr. Rockefeller at all. I believe him to be in many respects the greatest man America has produced. Starting as a poor boy, he has built up the only absolute monopoly of which I have any knowledge and that, too, a monopoly of an article of such universal use as petroleum. It is practically impossible to buy a gallon of coal oil anywhere in the United States except you buy it of Rockefeller. So close is the watch he keeps and so perfect his organization, that if an insignificant peddler in a little bit of a town starts to peddle oil bought from an independent company the great Standard Oil Company gets after him, starts competition in another peddler, and runs the first peddler out of business or forces him to buy his supplies of the Standard Oil Company.

And all this Mr. Rockefeller accomplished without making any noise, without having any strikes, without offering any watered stock for sale, and all the time the price of his product, in spite of his absolute monopoly, has gone down. The American people have never had any trouble with Rockefeller and has no quar-

rel with him. Of all our great captains of industry Rockefeller is the greatest. He has made more money than any of them, has more money than any of them and made it all himself, without offending public sentiment. He is not a manipulator nor a panic breeder. All his enterprises are on a substantial, conservative basis.

And neither has he ever offended the public by a vulgar display of his wealth. His children are raised to work and lead simple, Christian lives. No steam yachts, no record-breaking automobiles, no race horses, no extravagant folly of any kind.

John D. Rockefeller is a great man. He is the greatest organizer of industry and commerce the world has ever produced, and is, withal, a quiet, simple, Christian gentleman. We are proud of him and gladly recommend him to the people of Europe. The world needs more such men.

In great contrast with the pleasant relations between the people of this country and the Standard Oil Company is their relations with the Anthracite Coal Trust, which is conceded to have a monopoly of the anthracite coal of this country. There is no large corporation in the United States which so persistently gets on the nerves of the people. Every year there is a strike and a mean one. The operators' only defense of their action is that they are not making more than a fair return on their capital stock, but the trouble with that position is that their stock has been watered out of all reason, as in the case of the Union Traction Company of Chicago, and they are now endeavoring to squeeze enough out of the consumers and the laboring man to pay dividends on all the stock, water and all.

There is where the Standard Oil Company and all concerns of Rockefeller's are so strong. They are on a legitimate basis. Standard Oil shares are quoted at 660, and very few to be had. The evil of 90 per cent of the trusts to-day is over capitalization, caused by the manipulation of high-grade confidence men, such as Morgan and Yerkes. A trust properly organized and properly conducted should be a good thing for everybody.

At present the coal trust is in a war with its employes, and the price of anthracite coal is being rapidly advanced, the business interests of the country are interfered with and the miners and their families are suffering, all because the trust is unable to earn as great dividends as they would like on their watered stock.

Fire destroyed the planing mill of the A. R. Colborn Lumber Company of Michigan City, Ind. Loss is \$25,000, with insurance of \$9,000.

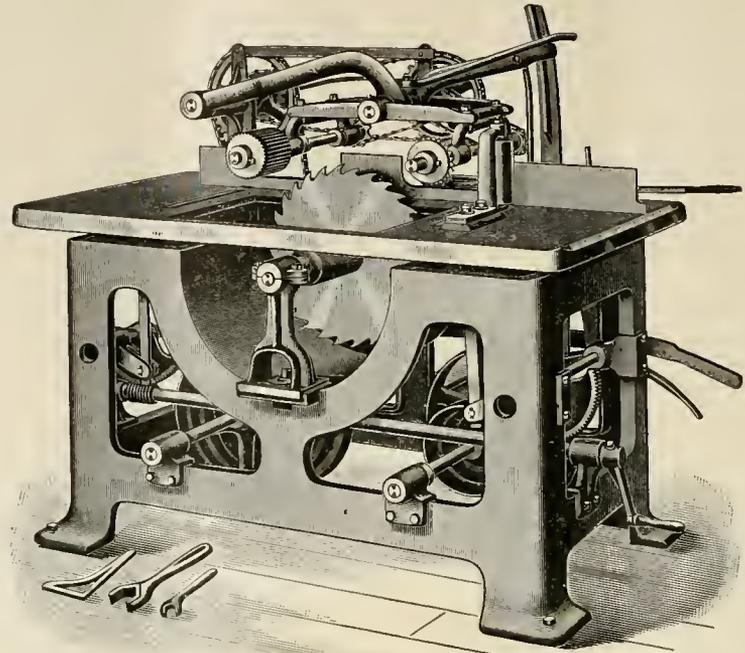
The I. Stephenson Company has let a contract for the erection of a large wood-ware factory at Wells, Mich.

FOR CUTTING UP LOW GRADE STOCK.

There is a tremendous development going on in the hardwood industry at the present time and in no line is there greater possibilities for development. The problem which confronts the hardwood pro-

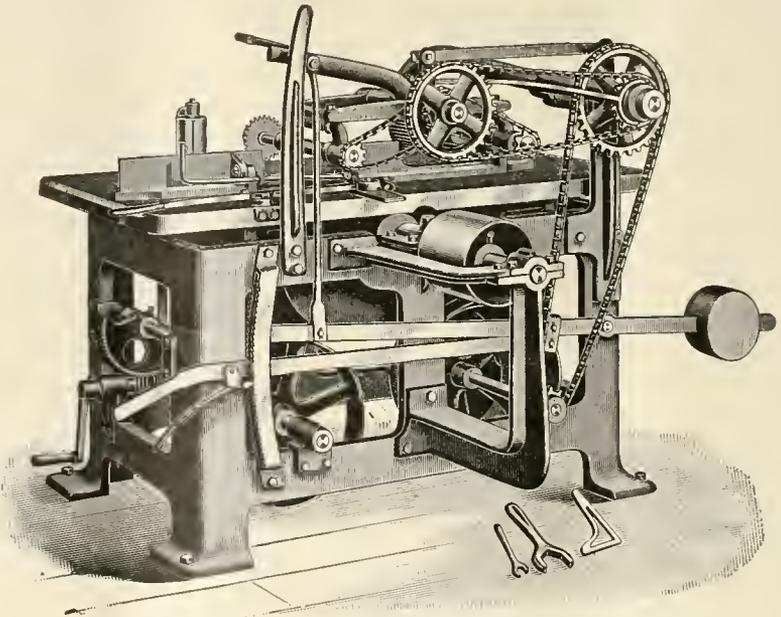
ducer to-day is how to utilize all his product, and as the timber grows poorer and poorer, new means for getting the profit out of his timber is sought. Not so many years ago a lumber manufacturing establishment was nothing more nor less than a

valuable features. The table raises square by right and left worm wheels and screws, and is easily operated by crank at front of machine, which is always firmly locked at any point, thus preventing table from jarring or falling down while machine is



FRONT VIEW "HOOSIER" SELF-FEED SAW.

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BACK VIEW "HOOSIER" SELF-FEED RIP SAW.

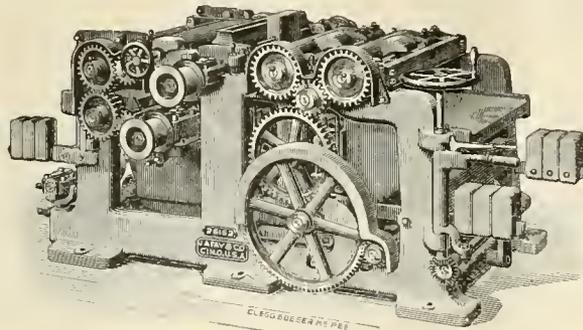
saw mill. Some few had edgers and trimmers, and there were a very few more that had any other machines for cutting up their low-grade stock. But within the last few years necessity forced the manufacturer to seek a market for just such material, and, finding it, he began adding

in operation. The guide is all iron, operated by lever and firmly locked by lever and screws. The front shaft is provided with a thin star feed wheel, that can be set directly in front of saw. The rear feed shaft is provided with a corrugated roll or, when desired, a hard rubber feed roll,

for planed stock. The machine has four rates of speed, one more than ordinary. The machine is also provided with a re-saw attachment for making beveled siding. Floor space occupied is 36x54 inches and the machine complete with countershaft weighs only 2,200 pounds. The Sinker-Davis Company are turning them out at the rate of one a day. It is one of the simplest, and, at the same time, strongest machines of the kind on the market. It has "caught on" and is in use all over the country. Two of them were shipped to New Foundland only recently. The makers will be pleased to furnish full particulars on application.

DOUBLE-CYLINDER PLANER AND SMOOTHER.

Our readers will be interested in the machine we are pleased to show. The makers declare without hesitation that it is the best double-cylinder smoothing planer ever designed and built for general surfacing, and the fact that it is meeting with unqualified success wherever in use, seems to well bear out their claim. It is designed for general work, and good for all wood working shops, mills and fac-



NO. 20 DOUBLE CYLINDER PLANER.

tories. It was patented December 19, 1899, February 6, and May 8, 1900, and special attention is invited to the following features:

1. It is made to plane 26 to 42 inches wide and to 6 inches thick. The table is raised and lowered on ball bearings, and controlled by handwheel convenient to operator, and is quickly adjustable for different thicknesses.

-2. The feed is six powerfully driven rolls, four of which are placed before the cutting cylinders, and the other two after them, so that each piece of material is fed clear of the cutters. The patent upper feeding-in rolls are center-gearred, with gear driven downward, all upper rolls have sectional weights for nicely regulating the pressure. The upper feeding-out roll raises parallel for differences in thickness.

3. The variable feed changes from slow to fast, or vice-versa, while machine is running, is always under control of operator, and can be furnished with any feed desired. It is reliable, simple in construction, and efficient in operation.

4. Lower cylinder and receiving plate after same draw out for sharpening knives,

and provision is made for insuring uniform thickness, and for surfacing thin lumber. The machine can be fitted with a sectional pressure bar for feeding several narrow pieces of uneven thickness at the same time.

The makers, J. A. Fay & Egan Company, of 414 to 434 West Front street, Cincinnati, Ohio, will willingly send further particulars, terms and cuts on demand.

NASHVILLE NEWS.

(Special Correspondence.)

Nashville, Tenn., August 6.

The general outlook in hardwoods is excellent and present prices well sustained, with a good export demand and a domestic trade that is perhaps better in the western states than in the east, from which latter section calls have been uncertain the year round. Chestnut on the local market is almost absent, notwithstanding that Nashville is one of the leading points in the manufacture of this wood. Ash is selling all right, and notably in large orders. The concerns that handle this wood have orders booked ahead. There is a slightly

better supply of cottonwood. Orders seem to be readily filled, but at the old prices. Poplar and gum are reported in the same healthy demand in the Tennessee market.

Capt. T. P. Ayers, a timber dealer of this place, has closed a trade conveying 8,000 acres of timberland near Tuscaloosa, Ala., to W. T. Joyce of Chicago. The same buyer also purchased 13,000 acres adjoining the Ayers' land and will erect a large saw mill on the same.

The Cassetty Oil Company of this city has purchased 7,000 acres of timber in Marion County for \$15,000, and will erect several mills thereon.

The Kramer Wagon Company of Oil City, Pa., has purchased 7,500 acres of timberland in Bledsoe County, near Pikeville, and will erect spoke factories and saw mill thereon.

John S. Ransom & Co. report the export business active.

Ed Heath, of Heath, Witbeck & Co., is on a Tennessee trip.

O. H. Hutchinson representing Waldo H. Bigelow of Boston, has been looking up stock in Tennessee.

IN MEMPHIS CIRCLES.

Memphis, August 6.

Business in lumber, as viewed by those who know the Memphis market, is fair. Prices of poplar are higher than they have been any time this year in the Memphis market. Quartered red oak is in much more frequent demand than it was, and also at better prices. Ash is selling well. Cottonwood has a strong demand. Quartered red oak and gum both find sale in the export market. Wolf River gives indication of holding out all summer.

E. E. Goodlander, secretary of the Goodlander-Robertson Lumber Company, has returned from a trip to Colorado.

George Becker, of Becker & Co., London, E. C., spent several days with the Memphis exporters during his recently concluded southern trip.

The Illinois Central carried more than 7,000,000 feet of lumber through Memphis last week to Chicago. The shipments of lumber are very heavy now, and the only trouble the road has is to get enough cars to handle all its business.

Two Mississippi lumber firms have been chartered the last few days. Loft & Perkins Lumber Company, capital stock \$100,000, domiciled at India, Harrison County; incorporators, F. W. Lott, D. V. Perkins, W. M. Lott, Peter Lott and others; the Barber-Sutherland Lumber Company, domiciled at Gulfport, Harrison County, Miss., capital stock \$10,000; incorporators, D. J. Sutherland, J. C. Barber and others.

The J. W. Dickson Lumber Company has shipped out 150 cars in four days, most of this stock being gum.

Mr. Pritchard, of the Long Knight Lumber Company, was a visitor in the Memphis market.

The Florence Pump & Lumber Company will remove their plant from Florence, Ala., to Memphis, Tenn.

HARDWOOD BOARD RULES

FOR HARDWOOD LUMBERMEN

—AT—

\$1.25, Carriage Prepaid.

Send your orders to the
HARDWOOD RECORD,
134 Monroe Street.

SPOT

For
2-inch Plain White
Oak, 1st. and 2nds.

CASH

1-inch Quart'd White
Oak, 1st. and 2nds.
1-inch Quart'd White
Oak, Strips.

H. E. CHRISTIAN,
INDIANAPOLIS, IND.

EVANSVILLE, INDIANA.

MALEY & WERTZ,

Wholesale Dealers
and Manufacturers

HARDWOOD LUMBER

EVANSVILLE, INDIANA.

SPECIALTY OF

Quartered Oak Fitches.

OFFICE AND MILL:
Belt Railway and Columbia Street.

Indiana Hardwoods

all thicknesses and grades.

PRESENT SPECIALTIES:

- 1 Car 2 $\frac{1}{2}$, 3 and 4-inch Black Walnut 1sts and 2ds
- 1 " 2-inch Poplar, 20 inches and up wide
- 1 " 1-inch Plain Red Oak, 16 inches and up wide
- 1 " $\frac{5}{8}$ -inch Quartered White Oak, 10 inches and up wide
- 1 " $\frac{3}{8}$ -inch Quartered White Oak
- 1 " $\frac{3}{8}$ -inch Quartered White Oak, 12 inches and up wide
- 1 " 1-inch Ash, 15 inches and up wide
- 1 " 1 $\frac{1}{4}$ -inch Ash, 10 inches and up wide.

Henry Maley Lumber Co.

EVANSVILLE, IND.

WE ARE IN THE MARKET FOR
1-INCH COMMON AND BETTER

PLAIN OAK.

CASH AT MILL POINTS AND INSPECTED THERE.

JAS. PIATT & CO.

WHOLESALE HARDWOOD LUMBER,
124 Main St., EVANSVILLE, IND.

BAND SAWED HARDWOOD LUMBER.

PARTIAL LIST READY FOR SHIPMENT.

QUARTERED WHITE OAK.

9,600 feet 10-foot common strips 1x2, 2 $\frac{1}{2}$, 3 and 3 $\frac{1}{2}$.
34,620 " 12 " " " " " "
20,160 " 14 and 16 foot " " " "
Also a good line of regular stock in $\frac{3}{8}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, 1 $\frac{1}{4}$,
1 $\frac{1}{2}$ and 2 inch and fitches.

QUARTERED RED OAK.

One car 1-inch common, 10, 12, 14 and 16 feet.
Small car common strips 1 inch.

PLAIN WHITE OAK.

25,000 feet 1-inch clear saps and select common.
35,000 " " common.

PLAIN RED OAK.

87,800 feet $\frac{5}{8}$ inch 1st and 2nds.
25,000 " $\frac{3}{8}$ " common.
8,460 " 3 " 1st and 2nds.
8,840 " 3 " common.
Also 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2-inch common and 1st and 2nds.

POPLAR.

$\frac{3}{8}$ -inch 1st and 2nds assorted 7 to 19 inches wide and
20 inches and up.
1-inch 1st and 2nds and common.
One car 1-inch 1st and 2nds and common quar. sawed.
Box Boards all lengths.

Ash, Hickory, Gum, Sycamore.

MAY, THOMPSON & THAYER,
EVANSVILLE, IND.

MOELLER & STORRS,

WHOLESALE DEALERS AND
MANUFACTURERS

Hardwood Lumber

EVANSVILLE, IND.

OUR PRESENT OFFERINGS:

- One Car 1 inch common Quartered White Oak, 10-inch and up.
- One Car 1-inch common and better Walnut.
- Five cars No. 2 common 1-inch Poplar.
- One car No. 2 common 2-inch Poplar.
- One car clear one face Quartered Oak Strips, 4-inch, 4 $\frac{1}{2}$ -inch,
5-inch and 5 $\frac{1}{2}$ -inch.
- Two cars first and second 1-inch Poplar.

OFFICE: 2100 E. Franklin Street.

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C. H. BARNABY,

MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER-SAWED INDIANA
WHITE OAK A SPECIALTY.

GREENCASCADE, INDIANA.

We contract for cash the output of good first-class mills and must have lumber well manufactured and cared for. No inferior stock wanted at any price.

With Us It's Strictly High Grade

COTTONWOOD

OR NONE.

The Farrin-Korn Lumber Co.,

Branch Yard: CAIRO ILL.

CINCINNATI, OHIO.

We re-manufacture for special uses and supply factory trade rough or dressed cottonwood on annual contracts, making a specialty of filling difficult orders.

WE ARE CASH BUYERS

...OF...

HARDWOODS

Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

J. M. JACKSON LUMBER CO.,

519 CROZER BLDG.,

PHILADELPHIA.

THE GLADDEN LUMBER CO.,

Wholesale Manufacturers of

HARDWOOD LUMBER

Mills at { Memphis, Tenn.
Bowling Green, Ky.
De Vall's Bluff, Ark.

SPECIALTY: QUARTERED
THIN WHITE OAK.

Main Office: INDIANAPOLIS, IND.



WE MAKE A SPECIALTY OF Michigan Hardwood Lumber AND SOLICIT ORDERS FOR SAME.

Eastern Distributing Yard: North Tonawanda, N. Y.

GRAND RAPIDS, MICH.

IN THE MARKET for all kinds of Hardwood Lumber and Timber.
WILL PAY CASH for dry stock or contract for green.

WANTED—FOR SALE—EXCHANGE.

Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time - 15 cents per line.
Two times - 25 cents per line.
Three times - 30 cents per line.
Four times - 35 cents per line.

Eight words make a line.
Heading counts as two lines.

Copy of paper free with each insertion.

Send in your copy and we will mail you the bill.

If you have a special lot of lumber for sale, or want to buy a special bill of lumber.

If you want a good position, or wish to employ a competent man.

If you want to buy or sell timber land or stumpage. Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe Street, Chicago, Ill.

WANTED.

To represent some good firm as purchasing agent either on salary or commission. Six years' experience purchasing hardwoods in the South. Address, Room 134, RANDOLPH BUILDING, 8-9-2 Memphis, Tenn.

WANTED.

An experienced flooring mill man to take charge of a flooring plant of six machines. 8-9-1f C. F. M. CO., care Hardwood Record.

WANTED—SALESMAN.

Experienced hardwood salesman in Chicago. Wholesale car load trade. Address 7-12-1f. M. C. C., care Hardwood Record.

WANTED—POSITION.

As yardman or traveling buyer and inspector. Thoroughly experienced, wide acquaintance among mills and good references. Address B C., 7-12-1f Care Hardwood Record.

HARDWOOD LUMBER.

WANTED.

Bill and contract to cut Beech, Elm, Maple and Sycamore lumber. JAMES HORN, 8-9-1 Hillsboro, Ind.

WANTED.

Hardwood lumber and dimension stock, especially maple. J. S. GOLDIE, 8-9-4 Cadillac, Mich.

WANTED—BASSWOOD.

1 1/4-inch common and 1sts and 2ds.
2-inch 1sts and 2ds

THEO FATHAUER CO.,
134 Monroe St., Chicago.

FOR SALE.

One car 1 1/2-inch common and better hickory.
One car 2-inch common and better plain red oak.
One car 3-inch common and better plain red oak.
One car 1 1/4-inch to 2-inch common quartered red oak.

J. P. WALTER LUMBER CO.,
8-9-1f Crawfordsville, Ind.

WANTED—Dimension and wagon stock, Northern and Southern pine, shingles and ties. FOR SALE—Poplar squares; all sizes.

G. D. FELLOWS,
Racine, Wis.

WANTED—POPLAR LUMBER FOR CASH.

Saps—1 and 1 1/4 inch.
Selects—1 to 4 inches inclusive.
Firsts and seconds, 3/4 to 4 inches inclusive.

For delivery between now and February next. State amount you have or will have and time of shipment and prices. We will accept lumber graded under the rules of the Hardwood Manufacturers' Association of the United States and will take same up where quantity justifies sending an inspector.

Address X.,
7-12-1f Care Hardwood Record.

WANTED—FOR CASH.

1 1/4 inch Common and Select Poplar, any length.
1 1/4 inch Good Cull Poplar, 10 and 16 feet long.
1 inch and 1 1/4 inch Basswood.

L. W. RADINA & CO.,
6-28-1f Clark St. and Dalton Ave., Cincinnati, O.

FOR SALE.

20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
20,000 ft. 2-in. Common Dry Qtd White Oak at 30.00
30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00
20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 85.00
The above prices are F. O. B. cars, Louisville, Ky.

THE NORMAN LUMBER CO.,
Louisville, Ky.

TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

HAYDEN BROS. LUMBER CO.,
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WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

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Detroit, Mich

WANTED.

Two cars 2-inch cull walnut; mixed car thick first and seconds walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

W. M. E. LITCHFIELD,
70 Kilby Street, Boston, Mass.

FOR SALE.

WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

H. A. LANGTON & CO.
TERRE HAUTE, IND.

FOR SALE.

50,000 feet 2-inch Hard Maple.
50,000 feet 1 1/2 inch Hard Maple.
100,000 feet 1-inch Black Ash.
25,000 feet 1-inch Birch Strips.
10,000 feet Curly Birch.

HOBE-JAYNES LUMBER CO.,
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WANTED.

Second growth white ash shovel handle lumber. 500,000 feet 1 1/2 x 5 inches and wider, run of log.

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1438 S. Penn Square, Philadelphia, Pa.
Southern Office, Tifton, Ga.

WANTED—HICKORY, OAK AND ASH.

Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

EXPORTER,
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FOR SALE.

Virginia and Tennessee Red Cedar Posts and Boards.
ROANOKE CEDAR CO.
6-28-13. Roanoke, Va.

WANTED.

To purchase the output of mill cutting Poplar Lumber.

STEWART & JACKSON,
1618 and 1619 Union Trust Bldg., Cincinnati, O.
6-28-6.

WANTED.

Whitewood squares, 5x5 to 10x10, 1st and 2d and common.
Chestnut, 1st and 2d and common, 1 to 2 inch thick.
White Oak, 1 1/4 and 1 1/2 inch.

BUFFALO HARDWOOD LUMBER CO.,

Prudential Building, Buffalo, N. Y.

WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.
200 M feet 12-inch and up Walnut logs.
50 M feet 12-inch and up Cherry logs.

C. L. WILLEY,
35th and Iron Streets, Chicago

F. J. HEIDLER,
WALNUT AND
CHERRY LUMBER,
DEALER AND MANUFACTURER,
BLUE ISLAND AVE. AND ROBEY ST., CHICAGO.

WANTED.

Party with lath or shingle mill or both to take contract. Address 8-9-3 B. M. T., care Hardwood Record.

FOR SALE AT A BARGAIN.

One 50 Horse Power Saw Mill complete, with dwelling house, barns and blacksmith shop; also 1,280 acres good timber land, consisting of oak, cypress and gum. Mill located at Peach Orchard, Ark.; land two miles from mill. Will be sold reasonable. For particulars address

D. HITCHINGHAM & CO.,
7-26-4 Peach Orchard, Ark.

FOR SALE—SECOND-HAND MACHINERY.

One 24x30 engine with balance valve and 15 foot band fly wheel.

One 16x24 box bed plain slide valve engine.
One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.

One No. 7 heavy duty Knowles fire pump.
One Rich gang sharpener.
Lot of wood pulleys with iron flanges.

PHOENIX MANFG. CO.,
Eau Claire, Wis.

FOR SALE—CIRCULAR SAWS.

Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 8x10; one 56-inch, 8x10; one 56-inch, 9x10; two 56-inch, 8x10; one 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

THE MILLER OIL & SUPPLY CO.,
11-30-1f Indianapolis, Ind.

FOR SALE—SECOND HAND WOOD WORKING MACHINERY.

These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

1075 One Egan No. 1 Band Saw, complete, with patent roller guide, one saw blade, brazing frame and tongs, tight and loose pulleys.

1095 One Indiana Machine Works Self-Feed Rip Saw, three bearings to arbor, countershaft and pulleys, no hangers, one blade.

1104 One J. A. Fay & Co. No. 5 Scroll Saw, complete.

1127 One No. 2 Short Log Saw Mill, for material up to 6 1/2 feet in length; complete, with 52-inch circular saw.

1135 One Egan No. 3, 36-inch Circular Segment Resaw.

1139 One Hoyt Bros. 24-inch Circular Resaw.
62 One Rowley & Hermance Double Disk Panel Sand-Papering Machine, iron column, each disk running on separate shafts and each disk independently adjustable, disks of iron, one disk with lateral motion governed by a spring for irregular thickness of work, complete with countershaft.

One Egan Co. 36-inch Triple Drum Sander, eight driven feed rolls running in reverse directions; patent brush attachment, and steel drums and countershaft.

One Fay 36-inch Hand Feed Sander.
841 One J. A. Fay & Co. No. 2 Vertical Single Spindle Sand-Papering Machine, complete with countershaft, latest improved machine.

1060 One Goodell & Waters 30-inch Double Cylinder Endless Bed Surfacer; planes 11 inches thick; power raising attachment to bed; four-sided, solid upper cylinder, double belted; lower cylinder two-sided and solid, with countershaft.

1085 One Fay 26-inch Double Cylinder Endless Bed Surfacer; top cylinder has four knives and double belted; lower cylinder, three-sided and single belted.

J. A. FAY & EGAN CO.,
414-434 W. Front Street, Cincinnati, O.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak.
WRITE US.

CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO

THE NICOLA BROTHERS CO.,

PITTSBURG, PA.

Buyers and Sellers of **HARDWOODS**

We need one-half million 1-Inch by 2 to 5-Inch 8 and 16 feet Mill Culls, resawed. Write us.

E. E. PRICE,

BUYER AND EXPORTER OF

HARDWOODS, POPLAR AND LOGS.

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

Quinnesec Log and Lumber Co.

Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)

G. F. JOHNSON, Mngr.

105 Grand Avenue - - - MILWAUKEE, WIS.

Watch this Space for our Special Wants every issue

WE NOW WANT:

Two cars 1-in. 1st and 2nd Qtd. White Oak.
30 M ft. 2-in. 1st and 2nd Plain White Oak.
50 M ft. 2-in. 1st and 2nd White Ash.
3 cars 1-in. Cull Walnut.
2 cars 2-in. Common and Cull Walnut.
100 M ft. 1-in. 1st and 2nd Plain Red Oak.
500 M ft. 1-in. 1st and 2nd Gum, 13 to 15 in. wide. Sap no objection.

Write us. **A. J. McCAUSLAND LUMBER CO.**
1109 Fort Dearborn Building, CHICAGO.

*If you want to buy or sell anything in hardwoods write **American Lumber & Mfg. Co.,** Pittsburg, Pa.*

JOHN H. BURRELL & CO.
WOOD BROKERS.

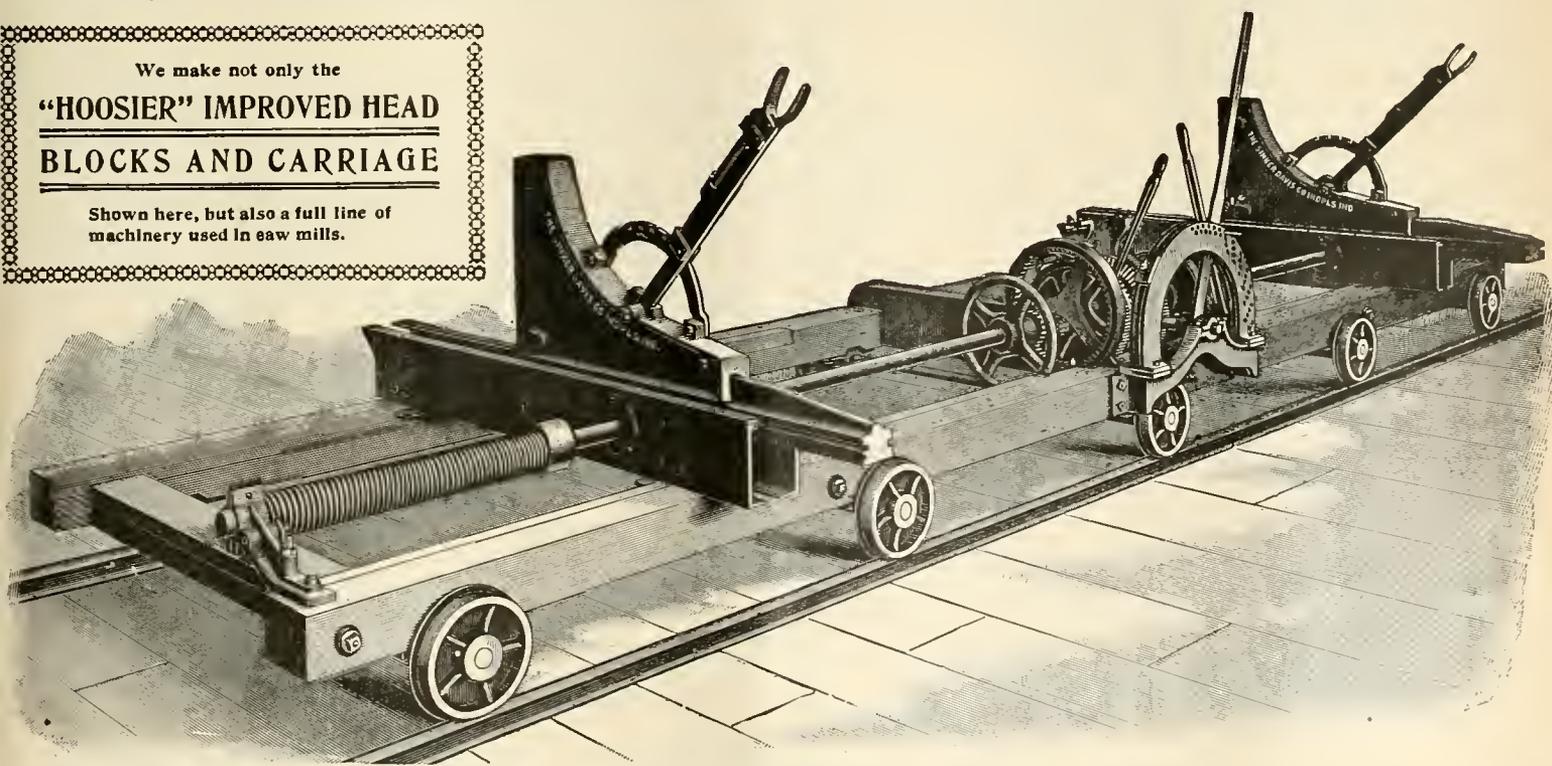
And Agents for the sale of American Hardwoods, Etc., in Logs and Lumber.

12 & 13 TOWER BUILDINGS, NORTH, LIVERPOOL, ENG.
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Telegraphic and Cable Address, "Burrwood, Liverpool."

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We make not only the
**"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE**

Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our **new lumber tally** and all the latest improvements. Write for details.

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SOLICIT CORRESPONDENCE WITH MILL MEN
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**PLAIN and QUARTER
SAWED OAK,
WHITE ASH AND POPLAR.**

WE ARE ESPECIALLY IN NEED OF SOME
PLAIN SAWED RED AND WHITE OAK.

Send us a List of What you Have In all Kinds of Hard-
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Ferguson & Palmer Co.

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AND WHITE OAK.

QUARTERED RED
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Always in Stock.

Our Specialty.

OAK TIMBER
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up to 60 feet long

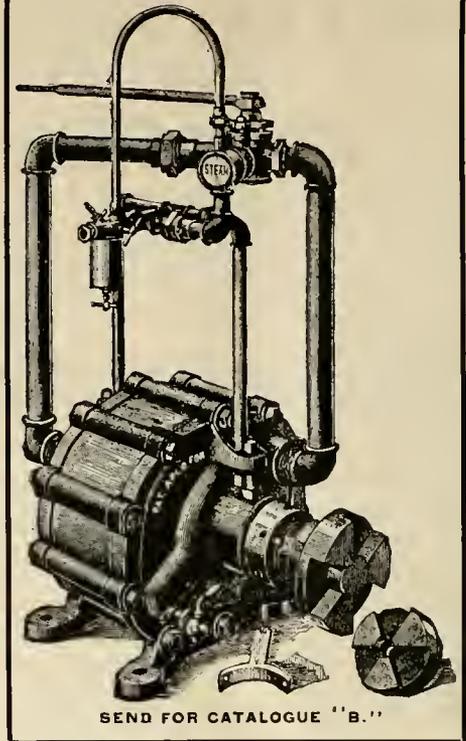
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have been trying to
make money sawing
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just made expenses,
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and you will soon
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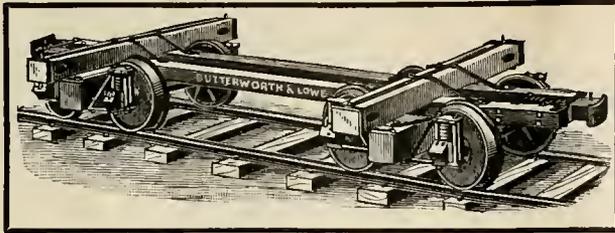
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YOU GET IT AT ONCE.

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**HARDWOODS
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ANNUAL CAPACITY (30,000,000 FEET LUMBER
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CARGO SHIPMENTS A SPECIALTY.

Maple, Soft and Rock Elm,
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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, namely:

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Ex. Passenger Trains, Fast Frt. Trains Throughout.	MISSOURI.	ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

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STOCK ON HAND FOR CARGO SHIPMENT.

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MILLS:

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It furnishes you the names and financial standing of concerns engaged in the lumber industry and the allied trades. Write for terms. Thoroughly organized collection department in connection. Claims collected anywhere.

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Unless you recognize the fact that in this era of close competition LOCATION and freight rates are the principal factors in the selling and distributing of your products.

The Indiana, Illinois & Iowa R.R.

has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago. IF you were located on its line it could save you money.

No switching charges.

No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

This is worth looking into.

Your increased business means more earnings for the Railroad Company.

Your interests and ours become mutual.

Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

The Indiana Illinois & Iowa R. R.

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Hardwood Timber

of a better quality and in greater quantity is found along the line of the

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than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

—Have you seen—
"The Southern Field,"

a journal containing much information regarding business openings and opportunities along our line? Write for a copy.

Address

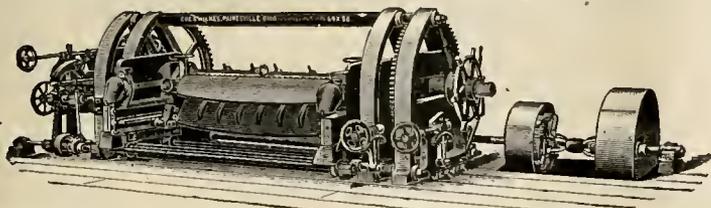
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IF YOU WANT THE BEST

Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.

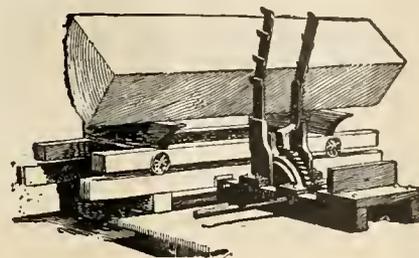


Established 1852.

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THE EDWARDS LOG TURNER

WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

B. W. EDWARDS - Laceyville, Pa.

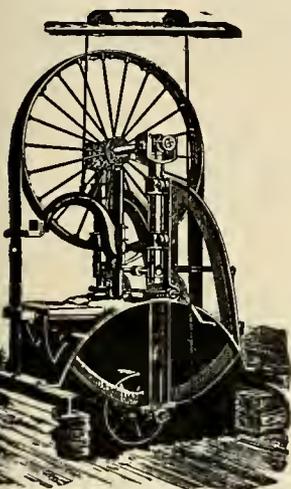
Portable Band Sawmill.

This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

We are also prepared to furnish saw carriages and feed works suitable to go with the mill. Address

**PHOENIX MFG. CO.,
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Will find extraordinary inducements for location in Northern Wisconsin along the **Wisconsin Central Lines**. There are plenty of fine lands for farming as well as large beds of *Clay, Kaolin and Marl*, together with fine *Hardwood* timber for manufacturing purposes.

Pamphlets and complete information can be obtained by writing

W. H. KILLEN,
Deputy Land and Industrial Commissioner,
Colby & Abbot Bldg., Milwaukee, Wis., or

JAS. C. POND, G. P. A.,
Milwaukee, Wis.

Good Openings



The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

Saw Mill, Stave Mill, Box, Wagon, Basket and Berry Box, Hub and Spoke, Furniture or Heading Factory,

write us before locating anywhere else.

The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

Potteries, Brick Yards, Tiling Factories, Glass Factories, etc.

The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

Canning Factories and Ice Plants.

For further particulars, write to

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MORE SPEED
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LESS FATIGUE**

The Very Appearance

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THE AMERICAN WRITING MACHINE CO.

172 La Salle Street, Chicago, Ill.

Letters like the following would indicate that our motto

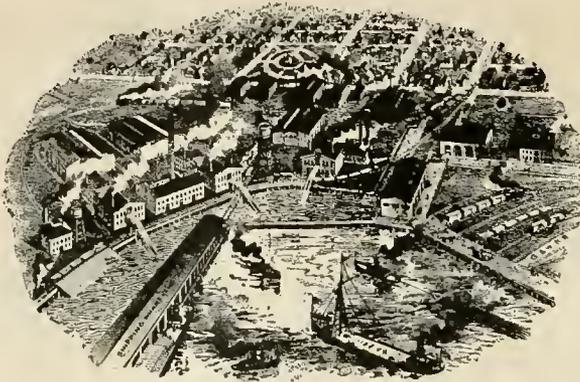
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IS NO DREAM!

The **FINEST** Saws Made Bear the “ATKINS” Brand.
Are You Using Them?

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GEORGETOWN, S. C.
CAPACITY OF MILLS 600,000 FEET PER DAY
OF ELEVEN HOURS

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OFFICES,

NEW YORK, N. Y.

BOSTON, MASS.

NORFOLK, VA.

GEORGETOWN, S. C.

Georgetown, S. C., May 19, 1902. *190*

E. C. Atkins & Co.,
Indianapolis, Ind.

Gentlemen:-

The six double cutting band saws you shipped us were received three days ago, and we have got them on the mill. They are spaced just right and from what we can see of them now, they look like they are going to give perfect satisfaction. We are in need of more saws; in fact, have three of "....." just received, which are not what they should be.

We herewith enclose formal order for twelve double cutting band saws, made up exactly the same as the last six, tension, spacing, and everything, excepting, you will note, they are 2" longer. This enclosed order confirms the following telegram, which we have just sent you:-

"Ship 12 band saws same as last shipment, excepting make them two inches longer; wire time can ship part; how many."

Yours very truly,

Atlantic Coast Lumber Co.
By *Raymond S. Farr*
Ass't Gen'l Mgr

E. C. ATKINS & CO.

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WOOD WORKING MACHINERY

WOOD WORKERS AND LUMBERMEN

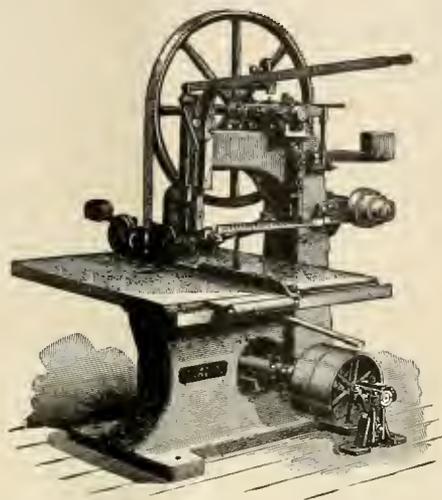
HAVE YOU MUCH RIPPING TO DO ?

Here is a new band rip saw that will surpass in quality and quantity anything in this line you are now using.

It represents an entirely new departure in Ripping Machinery, is meeting with unqualified success wherever used and is adapted for all woodworkers.

ITS MERITS SHOULD BE
INVESTIGATED.

TERMS, CUTS AND PARTICULARS ON
REQUEST.



No. 1 AUTOMATIC BAND RIP SAW.

(Patented Feb. 27 and Oct. 2, 1900.)

Will rip quickly and accurately either hard or soft wood 24 inches wide and to 10 inches thick and with no danger of wood striking operator.

Can be used as a hand feed rip saw, and (where desired) can be fitted with a long table, on which are rolls for quickly returning the material. Feed is powerful, steady and uniform and (its rate) furnished as desired.

J. A. FAY & EGAN CO., 414-434 WEST FRONT ST., CINCINNATI, OHIO.

"SAW AND KNIFE FITTING"

MAILED ON REQUEST.

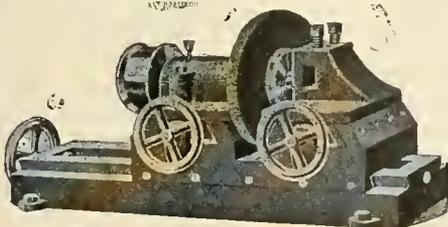
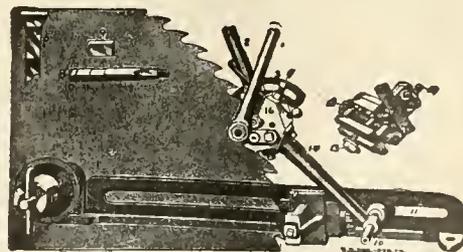
Contains About 200 Pages and is Invaluable to Users of Saws and Knives.

DOUBLE CUTTING BAND SAW FITTING
SINGLE CUTTING BAND SAW FITTING
BAND RESAW FITTING
NARROW BAND SAW FITTING
GANG SAW FITTING
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KNIFE FITTING

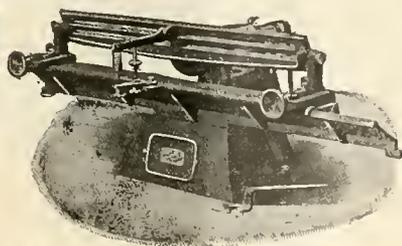
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FOR

Saw, Planing, Shingle, Stave and Heading Mills. Furniture, Box, Sash, Door, Blind, Chair, Piano, Organ, Trunk, Carriage, Wagon, Wheel, Handle, Hoop and Barrel Factories. Picture Frame, Moulding, Showcase, Veneer, Excelsior and Wood Rim Factories. Arsenals, Navy Yards, Car Works, Ship Yards, Dry Docks, Etc.



No. 27. The Bolton Band Wheel Grinder with Tool Attachment, 500 lbs. Sidedresser.



Automatic Bench Knife Grinder.

6 inch Cup Wheel. No water attachment.
No. 147, to grind knives up to 26 inches...260 lbs.
No. 148, to grind knives up to 32 inches...275 lbs.
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Hanchett Circular Swages.

No. 65. Swage without Attachments for Saws 5 to 11 gauge.
No. 65A. Swage with Bench Castings for Saws 5 to 11 gauge.

No. 66. Swage with Jointing Rig complete, 5 to 11 gauge.

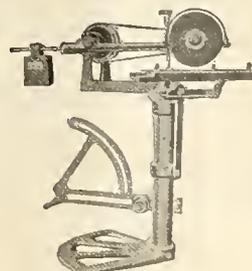
No. 66A. Swage with Jointing Rig complete, for Saws 11 to 16 gauge.

No. 66B. Swage with Jointing Rig complete, for Saws 16 to 19 gauge.

No. 66C. Swage with Jointing Rig complete, for Saws 19 to 26 gauge.

No. 75 Bolton 72 inch Hand Rip and Cut-off Gummer, 450 lbs

No. 76. Gummer as above with Planer Knife Attachment, 475 lbs. Best low price Gummer.



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QUARTER SAWED OAK VENEERS A SPECIALTY.

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THIN LUMBER
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Write us before selling. If in the market to buy we can interest you.

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HARDWOODS

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FOR ALL

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Vestibuled Trains, Cafe Dining
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Meals are served in the C. H. & D. Cafe
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tickets routed via C. H. & D. Ry.

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WHEN YOU ARE NEEDING

**Belting, Wire and Manila Rope and
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Supplies of Every Description,**

This house is at your service.

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EVERY KIND OF TIMBER



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Our Chisel-Tooth Saw is
adapted to all kinds and condi-
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well in hard or soft woods, win-
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It increases the output of the
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makes better lumber at less
cost than any other saw.

BEWARE OF IMITATIONS.

The genuine is made only by
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Catalogues with prices and
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Specialty of POPLAR, OAK AND ASH.

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Can supply your wants in all kinds of Southern Hardwoods.

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COMPANY.

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SOLICIT CORRESPONDENCE WITH BUYERS AND SELLERS OF

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OFFICES :
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WILL PAY CASH FOR DESIRABLE LOTS OF

**WALNUT, PLAIN AND QUARTERED OAK,
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Mill Men are Invited to Send Stock List.

Office and Yards: **Richmond Street and McLean Avenue,
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**OAK, ASH, POPLAR AND
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Cash Buyers of

Poplar, Cottonwood, Ash,

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MANUFACTURED

BOTH PLAIN AND QUARTERED.

We Also Manufacture and Carry a Large
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MAHOGANY AND QUARTERED OAK

Lumber and Veneer.

Always in market for
BLACK WALNUT LOGS.

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**WANTED—
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FOR CASH.**

Also POPLAR, CHESTNUT AND ALL OTHER HARDWOODS

JOHN DULWEBER & CO.,

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WANTED—FOR CASH.

PLAIN WHITE AND RED OAK, QUARTERED WHITE AND RED OAK,
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EMPIRE LUMBER CO.,

1142 Seneca Street,

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WANTED! FOR CASH.

Plain Sawed Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

WRITE US.

We Want to Buy for Cash

WHITE OAK, 1¼ and 1½ inch, 1st and 2nds.

CHESTNUT, 1 to 2 inches thick.

POPLAR, 1 to 2 inches thick; also squares.

CYPRESS, 1 to 2 inches thick.

Buffalo Hardwood Lumber Co.,

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HUGH McLEAN & CO.,

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**THICK PLAIN OAK,
WALNUT :: ASH.**

WE PAY CASH for what we buy and are in the market for
all kinds and grades of HARDWOOD LUMBER
especially WALNUT, at the present time. If you have any
walnut lumber be sure and write us.

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Vol. XIV.

CHICAGO, AUGUST 23, 1902.

No. 10.

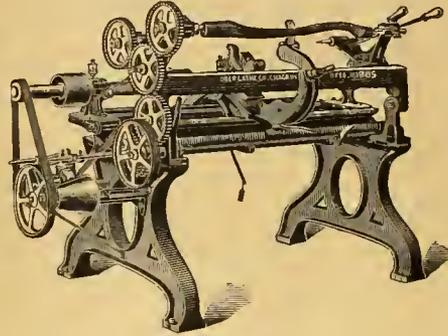
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2,500,000 FEET AT BOYCEVILLE, WIS.

ALSO PILING AND RAILROAD TIMBER

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One car 1 1/4 inch and 1 1/2 inch 1st and 2d plain Red Oak, fair percentage 14 and 16 foot lengths.

Two cars 1-inch common plain Red Oak.

One car 1-inch common quartered White Oak, Tennessee stock will do.

Four cars 1-inch quartered White Oak, two of them to be Arkansas or Mississippi stock.

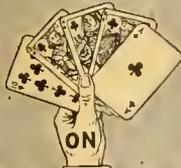
Give rate to Chicago and Grand Rapids and lowest cash price, less 2% for the same.

We are also in the market for common and good Chestnut, 1 to 2 inches thick

ROSS LUMBER CO.,

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THICK HARD MAPLE

WE HAVE THE LARGEST AND MOST COMPLETE STOCK IN THE CITY

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OAK, ASH, ELM, BIRCH AND BASSWOOD.

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CHICOT LUMBER CO.

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OAK, ASH and CYPRESS.

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J. B. SHULTS,
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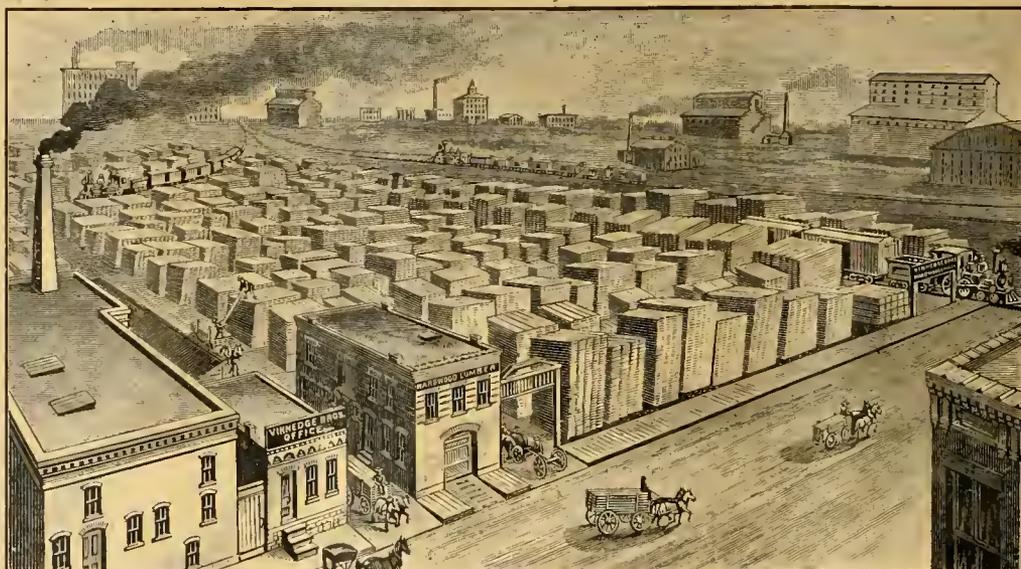
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- ASH,
- CHERRY
- CYPRESS,
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- PLAIN WHITE OAK,
- QUARTERED WHITE OAK,
- MAPLE,
- YELLOW PINE,
- SOFT ELM,
- BASSWOOD,
- BIRCH,
- BUTTERNUT,
- COTTONWOOD,
- HICKORY AXLES AND
- WHITE OAK WAGON STOCK.



Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

Will send representative to look stock over and negotiate deal if quantity of lumber and offer will justify.

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GOOD GRADES, PROMPT SHIPMENTS.

MIXED CARS

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Or anything you have for sale in hardwoods.

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We are in the market for all kinds of Hardwood Lumber. Will pay cash for dry stock and make inspection at point of shipment if desired.
SEND US YOUR STOCK LIST.**Into the
Southland**TWO SPLENDID TRAINS
DAILY FROM CHICAGO
TO ALL FLORIDA AND
GULF COAST RESORTS**Chicago &
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

We are Always in the Market for Quartered and Plain White and Red Oak, Ash, Poplar, Yellow Pine, Etc.

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OAK, ASH, POPLAR, COTTONWOOD, GUM AND HICKORY.

I have a steady trade for the above in all grades and thicknesses. Correspondence solicited.

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WE ARE ESPECIALLY IN NEED OF SOME PLAIN SAWED RED OAK.

Send us a list of what you have in all kinds of hardwoods.

WANTED FOR SPOT CASH.

PLAIN RED OAK.

10 cars, 1 in., 1st & 2d & com., 6 to 8 mos. dry.
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Lumber inspected at point of shipment.

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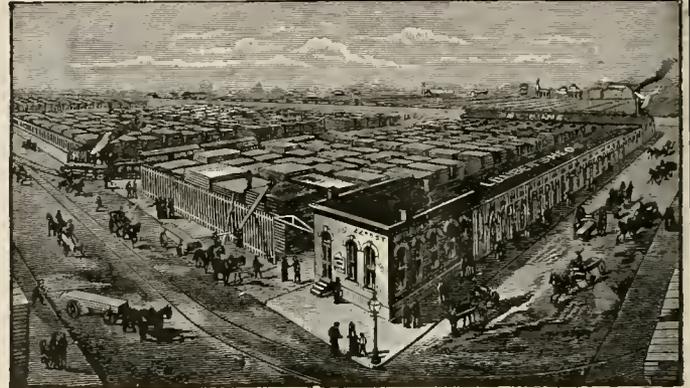
Indiana Stock.

1 car 1½, 1½ and 2 inch 1st and 2nd quartered red oak.
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 1 car log run walnut.
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 1 car 1-inch plain red oak, 1sts and 2nds.
 3 cars 1-inch plain white oak, 1sts and 2nds.
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 2 cars 1½-inch plain white oak, common.

D'Heur & Swain Lumber Co.,
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HAYDEN BROS. LUMBER CO.

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WE MAKE A SPECIALTY OF PLAIN AND
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WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
 Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
 STOCK TO OFFER WRITE US.

WE HAVE ISSUED OUR JULY, 1902, BOOK

It contains over 50,000 names of
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Send for our July book. We pay the charges.
 If it is not what you want return it.

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WHOLESALE LUMBER DEALERS**

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WRITE US WHEN YOU WANT

Oak, Ash, Poplar, Cottonwood and Gum.

BLANTON-THURMAN LUMBER CO.

DEALERS EXCLUSIVELY IN
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PROMPT SHIPMENTS.

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Lumberman's Standard Code
Cable address: Dickson.

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A Million Feet White Cane Ash
ALL THICKNESSES-DRY.

A Big Lot of Plain Red Oak,

And all other kinds of Southern Hardwoods

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J. W. Thompson Lumber Co.

RANDOLPH BUILDING, MEMPHIS, TENN.

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MANUFACTURERS AND EXPORTERS **BLACK WALNUT LUMBER** EXCLUSIVELY.

THIN STOCK A SPECIALTY:

Always on the Market for Good Walnut Logs.

Ample Stock from 3/8-inch up to 4-inches thick in all grades.

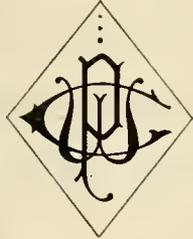
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We will receive lumber || F. P. EULER, Purchasing Agent,
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on both sides for four miles, with a 1,600 foot siding,
and offers free site and use of a 25-horse power engine
cheap to anyone that will locate a planing mill and wood-
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Lumber will be furnished: Oak, \$12 per M, log run; pop-
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run. Saxe is but 350 miles from Philadelphia, 254 miles
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About the Summer Resorts on the

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"THE FISHING LINE," will be sent
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It is a handsome booklet of forty-eight pages, containing two
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Gives list of hotels and boarding houses; rates by day and
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Soft Elm 1 to 2-inch thick.
Rock Elm 1 to 3-inch thick.
1 inch Black Ash.
1 inch Birch.
1 inch Wisconsin Red Oak.
1 inch Cull Basswood.

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OAK, POPLAR, ASH, CHESTNUT, WALNUT.

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...HARDWOODS...

DOMESTIC.

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**THE HIMMELBERGER-HARRISON LUMBER CO.,
 RED GUM.**

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RED OAK,
 WHITE OAK,
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Plow Beams and Handles,
 Wagon Felloes and Gearing,
 Car and Bridge Timbers.

Spokes: Club Turned
 Oak and Hickory.
 Ceiling, Flooring, Etc.

Our Specialty:
RED GUM,
 Air Dried or Kiln
 Dried. All Grades,
 Dressed or Rough.

CYPRESS,

Choice Export Stock. **SOFT ELM.**

Bed Slats, Bed Posts,
 Curtain Pole Stock.

\$15

Is all it will cost you to list your stock or your wants in hardwood lumber in this space for three months.

Someone has the very stock you are wanting. Or someone is anxious to sell what you particularly need.

GIVE IT A TRIAL.

SPECIAL OFFERS.

Five cars 1-Inch to 4-inch 1sts and 2nds and Rejects Hickory.

Three cars 1-inch by 2½ to 5½-inch Clear Quartered White Oak Strips.

Three cars 1-inch by 2½ to 5½-inch Tennessee White Ash Strips.

Two cars 1¼-Inch Common Ash.

Ten cars 1-inch 1sts and 2nds Poplar.

Twenty cars 1-Inch shipping cull Poplar.

We are eager for inquiries.
 Write for prices.

LOVE, BOYD & CO.,
 NASHVILLE, TENN.

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General Immigration and Industrial Agent,
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We want to make a contract with two or three strictly first-class yellow pine mills to handle their product—strictly up-to-date mills with a capacity of 100,000 to 200,000 feet per day. Any manufacturer who desires to have his product handled in this way, we would be glad to communicate with. Of course it must be based on price that would warrant our taking on the deal.

THE ADVANCE LUMBER CO.,
CLEVELAND, OHIO.

WE HAVE IN STOCK

1 and 1 1/4 inch No. 2 common and better Black Ash.
2 to 4 inch No. 2 common and better White Ash.
1, 1 1/4, 1 1/2 and 2 inch No. 2 common and better Beech.
1-inch No. 2 common and better Birch.
1-inch No. 2 common and better Cherry.
1 and 1 1/4 inch No. 2 common and better Soft Elm.
2 and 2 1/2 inch No. 2 common and better Rock Elm.
1 1/4 and 1 1/2 inch No. 2 common and better Soft Maple.
1, 1 1/4, 2 and 3 inch No. 3 common Hard Maple.

IF YOU ARE IN THE MARKET WRITE US.

THE MICHIGAN MAPLE CO.,
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MONEY FOR LUMBER.

**QUARTERED WHITE OAK,
PLAIN WHITE AND RED OAK,
CYPRESS, POPLAR, ASH.**

Parties getting out any of the above can make money by writing us. Will contract cut of mills or in less quantities.

TAYLOR & CRATE, Buffalo, N. Y.

FOR SALE Wisconsin Hardwoods

1, 1 1/4 and 1 1/2 Inch Log Run Rock Elm.
1 Inch Log Run Black Ash.
1 and 1 1/4 Inch Log Run Soft Elm

Write for Prices on Above Items, and all Other Wisconsin Hardwoods.

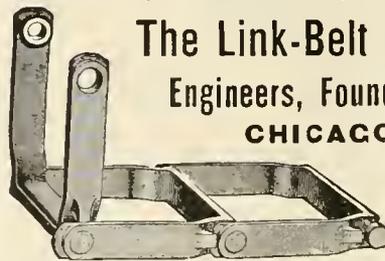
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FENWOOD LUMBER CO.
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LOGS, SLABS, GENERAL SAW
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The Link-Belt Machinery Co.,
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DRIER ON EARTH.

THE NATIONAL DRY KILN CO.
INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
AND CAN DO THE SAME FOR YOU.

LEBANON, IND., Dec. 4, 1901.

NATIONAL DRY KILN CO., Indianapolis, Ind.

GENTLEMEN:—We are pleased to advise you that the Drier is working finely on all kinds of Hardwood. We can heartily recommend your Drier to anyone in need of a good thing.

Very resp'y,
CAMPBELL, SMITH & RITCHIE.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

1118 East Maryland Street, INDIANAPOLIS, IND.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, AUGUST 23, 1902.

No. 10

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

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The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25.

THE BUSINESS SITUATION.

It seems a good deal like vanity for Uncle Sam to be constantly speaking of the wonderful commercial and industrial development of his country, but if anything were needed to convince the world that this country is now enjoying its golden era, the statements just issued by the statisticians of the treasury department would certainly be sufficient.

The tabulated statement of the past 20 years reads almost like a romance, for nothing anywhere near approaching it has ever been known in the same length of time. Such remarkable growth is new in the history of the world and we doubt if it will ever be equaled. In the 20 years the population has doubled and the wealth more than doubled. The total value of the real and personal property of the United States is fixed at \$94,000,000,000, as against \$42,000,000,000. Those figures scarcely convey much meaning to the average mind. They are too large to grasp. And while the wealth of the country has increased at such a rate the public debt has been decreased nearly one-half, or from \$1,919,000,000 to \$1,107,000,000, and the per capita debt from \$38.27 to \$14.52.

In other words, the total property value of the country is \$94,000,000,000, or over

\$1,000 for each man, woman and child, and the average indebtedness of \$14.52 leaves the country and its people in a very fair financial condition. The amount of money in savings banks has trebled in the 20 years and is now \$2,450,000,000, as against \$819,000,000, and the number of depositors is now 6,108,000, as against 2,235,000.

Another indication of the marvelous growth is found in the statistics of farm products. The value of farm property has increased from \$12,000,000,000 to \$20,500,000,000; of the yearly products of farms from \$2,212,000,000 to \$3,764,000,000; and of farm animals from \$1,882,000,000 to \$2,982,000,000. It would be interesting to know how much mortgage debt the farmers have extinguished in the last few years, how much money they have put in bank, how much has been spent in improving and stocking farms, and how many luxuries have been bought for farmers' homes, and what part have industrial workmen played in this marvelous showing? The number of manufacturing plants has doubled. There were 253,000 of them 20 years ago; now there are 513,000. The value of the output 20 years ago was \$5,369,000,000; now it is more than \$13,000,000,000. Twice as many men have work and wages have nearly trebled, being \$2,735,000,000, as compared with \$948,000,000.

The same marvelous ratio of increase and in some directions still higher, is manifest in every department of industry and commercial and financial business. The country produces about four times as much coal, three times as much petroleum, four times as much pig iron, eight times as much steel, and ten times as much copper, while the wool product has increased 25 per cent, corn 40 per cent, and cotton 65 per cent. There is not a department of natural industry that does not show the same astonishing increase.

Looking back for 20 years gives one a good idea of what progress has been made. There was also included in that time nearly ten years of panic and business depression, but for all that the progress is beyond all parallel.

The American people are a great people, but after all the principal credit is due to the Almighty. There was never a heritage such as that which has been bestowed on this people. The rich mines and the fertile plains would bring prosperity almost without measure in any event, but when such tremendous resources are placed in the hands of such a people as the Americans, with their boundless energy, ambi-

tion and ingenuity, then such a record as that of the past 20 years is possible.

It is interesting to look backward, but it is equally interesting to look forward, and attempt to forecast the conditions which will prevail here 20 years hence. How much prosperity will this people be able to bear?

The present business situation is about as good as it may well be. In every line of business the same story is told: "More business than we can handle," is the general verdict.

The developments of the past few weeks have been most favorable to growing crops of all kinds, and a record-breaking crop of corn is now a practical certainty. That means a continuance of good times, for no matter how big the crop, it is sure to bear a good price, for the receipts of corn in Chicago, in spite of the high price of 55 cents a bushel, are extremely light. Everything indicates that the granaries throughout the country are swept clean of their stores, and no matter how big the crop, it will bear a good price. Hogs and cattle are somewhat easier on crop prospects, hogs selling around 7 cents and cattle at 8 cents.

The crop prospect is also responsible for a good strong market for railroad securities and industrial stocks generally. There seems scarcely a weak spot in the market.

Lumber is moving in large volume and at firm prices. At this season a good many consumers of lumber look about for bargains, but they are very scarce just now. With the summer dull season practically over, a splendid outlook for fall trade and stocks of lumber in all hands light, we see no reason why the market should not remain strong, with prices advancing.

A BAD PIECE OF BUSINESS.

A certain amount of commercial integrity is absolutely essential to the conduct of any business, and this fact is recognized by practically all business men. A firm will, for instance, deliver goods to a customer and accept his check in payment, where his note would not be taken, because even the most tricky of men will recognize the obligation of a business man to make his check good; and in a hundred ways a firm doing a legitimate business is compelled to take chances and even very unworthy concerns must be given a certain amount of credit. These things are absolutely necessary to carrying on business at all and it is only occasionally

that a business man is so lost to all sense of decency as to prove unworthy.

The Chicago lumbermen have just been made the victims of such a man, however, and we consider that the trade should know of it. The S. Grollman Company was engaged in the manufacture of piano stools at East Tolleston, Ind., and doing a business which was apparently prosperous, and the lumbermen of Chicago extended them a credit of several thousands of dollars. Then all at once the company failed; the factory was put up at auction, and bid in by Mr. Grollman's brother-in-law for a small sum. Mr. Grollman took advantage of the bankrupt law and unless his creditors can find a way to prevent, will be free to start into business again. The assets of the defunct S. Grollman Company would, it is alleged pay about 30 cents on the dollar of the merchandise claims, but it seems that the company has floated approximately \$200,000 of notes, which are now outstanding and unpaid. In fact, it seems that the manufacturing of piano stools was very much of a side issue, the main business of the firm appearing to be to float paper. Mr. Grollman says he cannot remember what was done with the proceeds of those notes, except that some of them were issued as "accommodation" paper. The creditors who furnished merchandise to the company are now endeavoring to have the \$200,000 of accommodation paper thrown out, and Mr. Grollman bound over to the grand jury.

The examination of Mr. Grollman before the referee in bankruptcy afforded one of the most pitiable exhibitions we ever saw. He couldn't remember anything. He had borrowed money of relatives, but couldn't remember how much nor when. He had received, just prior to his failure, \$500, from Sears, Roebuck & Co. in payment for merchandise, and had made no account of it, as he paid it to his brother-in-law. The stubs of his check books were gone, he didn't know where, etc.

It is apparently a very bad piece of business, and while the Chicago creditors may get some satisfaction by prosecuting Mr. Grollman, he will not, probably, mind that so long as he is enabled to hang on to the money.

The trouble about such a piece of business is that it destroys confidence and the man who is really trying to do a straightforward business has to suffer. The S. Grollman Company was apparently doing a safe, though small, business, and had little difficulty in going about in such a city as Chicago among the banks and notebrokers and discounting their paper. It may be done without anyone knowing about it and a Chicago merchant is put to his wits' ends to know whom to credit, and one result of the Grollman episode will be that a good many business men who are really entitled to credit will be denied.

AGRICULTURAL IMPLEMENT COMBINE.

One of the most recent, as well as one of the largest, combinations in the country, and one which concerns the hardwood trade, was effected in the organization of the International Harvester Company, with a capital stock of \$120,000,000. According to the statements published in the daily press the company is a merging of the McCormick Harvester Machine Company, the Deering Harvester Company, the Plano Manufacturing Company, the Milwaukee Harvester Company and Warder, Bushnell & Glessner Company, five of the largest manufacturers of agricultural implements in the United States.

The avowed object of this combination is that it may not be necessary to advance the price of harvesting machinery to the farmers. Everything which enters into the manufacture of harvesting machinery has advanced in price in the past few years, and if the price of the implements is not to be cut a cut is necessary somewhere; and the new company proposes to make the cut where it will be felt the least—in the sales department. Anyone at all conversant with the expense which the competition of these great houses has put upon the selling of their product will realize the great saving which can be effected by concerted action. We have no definite figures on the matter, but we believe, as a result of our information and observation, that 25 per cent, at least, of the total price received from the farmer for a harvester was absorbed by the selling agents. They would chase a farmer across the fields, through the woods and up a tree with the daring and persistency of a sewing machine peddler. The elimination of this big item of expense will mean a large addition to the profits of the combination and will give the farmers a much-needed rest.

As a business proposition, the combination seems a sound and promising one. It has control of most of the valuable patents, has unlimited capital, and should make one of the strongest institutions in the country. Their capitalization not only represents their combined manufacturing capacity, but extensive timber and mining properties, and their machinery is marketed in all parts of the world.

As for that portion of their business in which the readers of the Record are most interested—namely, the purchase of supplies, we are not as yet informed. There is, it seems to us, but one way for an institution of such magnitude to purchase its supplies of hardwood lumber, and that is on the inspection of the National Hardwood Lumber Association. Such action will give every hardwood lumberman an opportunity to bid intelligently and will result to the benefit of the combination. It is a line of business for which all members of the association are certainly entitled to compete, and in the interest of the

association and the trade at large we trust such an arrangement may be made.

A FALL CAMPAIGN.

Mr. J. Pierpont Morgan has returned from Europe, so the press dispatches state, in excellent health and spirits, and will now proceed to do a lot of work. There are several things which he considers about his size lying around waiting for him to give them some attention.

In the first place, Mr. Charles W. Schwab, head of the Steel Trust, is reported to have broken down in health, which goes to show that he has been over-rated. A man of unsound body has no business at the head of the Steel Trust, and if he had a sound body, but not sense enough to protect it and work as he could stand it, he certainly hasn't capacity enough to hold his present position. It has seemed to us that we have observed symptoms of wobbling in Mr. Schwab's mentality before this. His gambling escapades in Europe last winter seemed rather inconsistent with the dignity of his position. The Record is not hypercritical nor inclined to throw bricks at people without just and sufficient cause, but when a man undertakes to be president of a Steel Trust much is expected of him.

It is reported that Mr. Morgan will take care of the trust until such time as Mr. Schwab either returns to work or another is secured to take his place. Mr. Morgan will probably have some difficulty getting a good man for Mr. Schwab's place, for it isn't every day that a man appears on the surface of events who is capable of handling a two billion dollar trust, about 25 per cent of which is water. Everybody has the fullest confidence, however, that until such time as a substitute can be secured, Mr. Morgan will, among other things, keep the Steel Trust running satisfactorily.

Then there is the coal strike, which Mr. Morgan is expected to settle. At least the press dispatches so state and there is a large section of our population who believe he can do it and would be pleased to have him try. With coal at \$10 a ton and winter but a month or two away the consumer is beginning to take an active personal interest in the coal strike. The coal trust will probably not let us freeze, and there is a growing impression that one reason the strike has not been sooner settled is that the trust had a large surplus stock on which the strike enables them to advance the price.

Mr. Morgan will also, it is said, give the matter of consolidating all the railroads south of the Ohio River under one management immediate attention. Likewise a good big block of the railroads north of the Ohio. To accomplish these worthy undertakings he will need to establish a Northern Securities Company and a Southern Securities Company, control several state legislatures, and it may even

be necessary to amend the Constitution of the United States.

The big Atlantic ship combine is now, he says, an assured success, and with his great trusts to produce the goods, his railroads and steamboats to haul the freight and the great free American people to produce the money, Mr. Morgan feels satisfied that he will go into winter quarters in good shape.

THE WAYS OF REFORM.

In digging down into the philosophy of things, John E. Williams, editor of the Lumber Trade Journal of New Orleans, sets down in their issue of August 15 the following as some of the things he believes to be wise and just and right and worth the saying:

All of the great reforms of history have come through conflict and the slow, toilsome processes of moral evolution. The men in advance of their day and generation who have bravely breasted the tides of human error and turned them into other and nobler channels have, at first, very largely been stigmatized as merely visionary or corrupt cranks. Fortunately, though, it is a part of the economy of things that men inspired to lead in great public reforms are generally also undaunted by either taunts or impediments and are thus proof against all forms of resistance. It is, thus, too, that the benefactor is evolved out of the supposed crank; thus that reforms finally prevail against prejudices with only old age for a foundation.

Take the history of any of our great lumber associations, and in every case the struggle against the primitive has been precisely in effect the same. The average man parts with old usages, old prejudices, reluctantly, grudgingly, and regards the would-be reformer with distrust and disfavor. It has always been, it probably always will be, that way. The principle that dominated the first retail lumber association was so perversely in the nature of blackmail that it forthwith defeated itself and subsequently yielded to the only principle known now to be effective—the principle of reciprocity. The early days of the National Hardwood Lumber Association were marked by a succession of struggles for individual or factional supremacy against the only principle that could be of any material avail—universal uniformity. Some went into it with an eye single to and thinking to make the association the vehicle of some selfish end in which the majority was not to share. Such exclusive aims always fail. Others went into it with no very definite conception of any particular purpose; others had an idea that the association could be made useful to them without regard to others of or to whom they might subsequently buy or sell lumber. There were a succession of demands more or less conflicting, but mostly narrow and all selfish. These demands resulted in a concession here and a concession there, until the time came when it seemed that no more could consistently be thought of. Then it was discovered that, in spite of all anterior cross-purposes, all indirection and every insincere word or act in connection with the association's struggles, the body had somehow gained a foothold impossible to displace—some of its projectors and promoters had simply builded in a way at the time so obscure as to be unknown to even them-

selves. Its true leaders, those who foresaw and, clearly foreseeing, were sustained by an undaunted faith, they are the real reformers, the real benefactors. They are the Cromwells of the movement.

And so it has always been, is now and will continue to be—only the good survives. As Mr. Williams states, the first efforts at the organization of the lumber trade were so narrow and bigoted as to shock even those who made them. But the succeeding associations relegated the ignorance and bigotry to the rear; the good lived on, but the evil died.

The past few years have seen a tremendous work done in organizing the lumber trade, and the editor of the New Orleans paper has seen the inevitable growth of the liberal spirit. How many of such organizations take the course those who organized them intended they should take? Mighty few.

How many believed the National Hardwood Lumber Association would take a course on such broad and liberal lines as it has? Not the editor of the Record, for one. Not one in a hundred, most likely. Each member probably saw in that association a remedy for something he thought should be remedied. Undoubtedly a great number thought that with its aid the dealers could control the situation; many saw, or thought they saw, in it an agency for bringing the consumer and producer nearer together; and, in fact, it was natural that each member should see in it an agency to promote some selfish end, and we only speak of that association as a sample.

But selfishness, bigotry and narrowness fall so flat in a speech, and look so badly in print, that there is always a delicacy on the part of most people about giving them utterance. Once in a while some member, more blunt and careless than others, will speak out that which is in his heart, but as a rule the reports of the association meetings are models of fairness, justice and liberality. More fair, liberal and just, no doubt, than certain men are pleased to see them. But that which is wrong, or narrow, or foolish will not bear discussion. Man collectively is better and stronger and wiser than man individually. A man will reach a conclusion in his heart, and act upon it, which he would be ashamed to put into words, and which, if it was put into words, he would repudiate and condemn.

So that all the tendency of association work is toward the broadest and most liberal basis of common action, which is, in fact, the only basis upon which common action is possible. One man may overbear another man in a trade, and secure and maintain an advantage; but any body of men, to work together successfully, must deal fairly with all its members. Abraham Lincoln once said that this country could not exist half free and half slave, and neither can an association exist in which one-half the members are getting an advantage over the other half.

The National Hardwood Lumber Association is, we judge, a fair average association, its members being fully up to the average of intelligence and honesty; but the utterances and actions of that association are far above the plane upon which the average man lives, moves and has his being; and the same is true of all successful associations. It must be true of them or they will not be successful. The National Hardwood Lumber Association is fair and broad and just, not because its promoters are so very superior to other men, but because that association had to be fair and broad and just or get out of business. There were no three ways about it. And the same is true of about all the other associations of which we have any knowledge. Nor are these associations broad and fair and just because the men having them in charge started out to make them so. They merely found out as they went along that there was no other way to do.

People who have not had experience in association work don't generally know of this fundamental principle of association organization, but they soon learn of it. An able newspaper man said he would like the job of writing a history of a certain lumber association, and a certain meeting it held, if he could give the actual, inside history, setting forth the motives which moved this man and that man. We have no doubt but it would make entertaining reading—but it wouldn't be fair. We have known men to start into the organization of a lumber association with enough bitterness, prejudice and narrowness in their hearts to make a pile as high as the Masonic Temple, and the associations turned out to be pretty fair associations, after all. They just found as they went along that they would have to cut that part of it all out. Of course, an association with all that cut out may not be the kind of an association they wanted or started in to make, but it is about the only kind possible; and they may get a reputation for virtue and liberality by pretending to like it.

Another thing which has always appeared fallacious is that, because a man has been successful in his own business, is an indication that he will be successful as an organizer of associations. That does not appear to follow. There are very many things which enter into the making of money which do not, in any sense, improve a man's fitness for a public position. In fact, there is more or less of a conflict in the qualities which enable some men to accumulate property, and such qualities as are necessary to succeed in a public capacity. We admit that a great many men are successful because they have within them sterling characteristics that will bring success anywhere. They succeed because they absolutely refuse to accept failure and whatever they undertake, from selling peanuts to organizing trusts.

they make it go. Everybody takes off his hat to such men, but the fact remains that merely because a man has made much money in his business is not necessarily an indication that he will make a success of an association.

The fact that a steer takes on a lot of fat isn't necessarily a sign the steer is smart.

THE HOO-HOO ANNUAL.

Arrangements for the business session and entertainment at Milwaukee for the Hoo-Hoo Annual, beginning September 9, are practically completed. They will occupy three full days and in order are as follows:

TUESDAY MORNING.

Roll call.

Reports of officers.

Appointment of committees.

TUESDAY AFTERNOON.

A short business session will be held at which any new matters will be taken up. Immediately after adjournment the delegates with their ladies will be given a lake trip—a special steamer having been chartered for the purpose.

TUESDAY EVENING.

The annual concatenation will take place at the Masonic Temple. During this session the ladies will be given a theater party.

WEDNESDAY MORNING.

Reports of committees and general business. The ladies will enjoy a tally-ho ride, winding up at one of Milwaukee's famous breweries, where they will be met by the men and afterward proceed to Whitefish Bay for luncheon.

WEDNESDAY EVENING.

All the guests, including the ladies, will convene at Hotel Pfister, where will be extended an entirely informal reception and a Dutch lunch.

THURSDAY MORNING.

Final reports.

Unfinished business.

Location of next annual.

Election of officers.

During this session the ladies will be entertained in visiting the Layton Art Gallery, the public library and museum.

THURSDAY AFTERNOON.

Special chartered cars will take the entire party for a visit to the Allis-Chalmers and Filer-Stowell plants, and a ride to the National Soldiers' Home.

Altogether this will prove to be one of the most interesting meetings ever held, both in point of business of the order and in its entertainment features. Usually the climate in this latitude is delightful at this time of the year and it will not only afford the visitors a pleasant outing, but will also be the occasion of many profitable meetings among the delegates.

From all reports the attendance will surpass that of any previous meeting.

CHAMPIONING THE MANUFACTURERS' ASSOCIATION.

Evansville, Ind., Aug. 18, 1902.

Your correspondent often wonders why the buyers of lumber—yard and commission men—were so long and often allowed to make the prices of lumber. The manufacturers of steel and steel products, the manufacturers of furniture, tobacco, sugar, flour and a hundred other articles, set their own prices and maintain them. Why should not the manufacturers of lumber do the same thing?

Why should the men who buy lumber to retail or sell in carlots be allowed to have a voice in the making of lumber rules to buy the other fellows' lumber by? The buyers of steel do not dictate to the American Steel Company. The wholesale grocer does not dictate to the Sugar Trust or the American Tobacco Company. So it is not strange that the manufacturers of hardwood lumber took the bit in their teeth and established rules for the grading of the lumber they manufacture.

The dealer in lumber and the manufacturer could never get along well in the same bed together. Their ideas and purposes are naturally antagonistic. The dealer is interested in keeping grades up and prices down, while the manufacturer is interested in keeping grades down and prices up.

The reason that there has been so much friction in the National association is traceable to this antagonism. The interest of so many of its members lie, so often, in opposite directions. The hardwood manufacturers broke loose from the National association last May and on June 2, at Louisville, formed an association of their own. They recognized this antagonism when they decided that no one was eligible who was not a manufacturer of hardwood lumber—and by this proviso alone prevented that friction which they knew was sure to come if they left the bars down.

The manufacturers broke away from the National association because they could not obtain redress for what they considered were their grievances. The yard men and commission men were present in larger numbers than were the manufacturers and thus were able to outvote them on any proposition. What crumbs of comfort they received were thrown to them with a hope of stilling their protests, but it was done grudgingly. The new association has come to stay and the sooner the trade generally awake to the fact, the better for all concerned.

It has started out right—with a spirit of absolute fairness. If one of its members is wrong in his inspection or measurement he will have to pay for that error. But if the buyer is guilty of an intentional wrong he will be punished in the long run. This buyer won't catch the same fellow twice, nor will he catch the usual number in the course of a year. Buyers of lumber can

buy on manufacturers' grades and they will be protected against the unscrupulous manufacturer and the manufacturer will be protected against the unscrupulous buyer. Prices will adjust themselves.

A MANUFACTURER.

EDITORIAL NOTES.

There have been a number of breakdowns among prominent business men during the past few months. Men work themselves to death; not as the slave used to work himself to death—under the whip of a master—but freely, voluntarily and under no compulsion they work themselves into a condition where they cannot eat or sleep or rest, and frequently blow their brains out to escape the torment. That a man will pursue such a policy is an evidence that he is a degenerate. Nothing is more foolish, more utterly senseless than to destroy the health to accumulate that which, with the health gone, is only a burden. The wise man, be he the head of a big business or a small one, will protect his health above all things and work as he can stand it.

It is, we are informed, the intention to broaden the scope of the Traffic Department of the National Hardwood Lumber Association to admit lumbermen of all classes to membership. This appears an excellent suggestion. There is no reason in the world why the benefits of the traffic department should be confined to the hardwood trade, and no reason why it should be an adjunct to the National association. It should, it seems to us, be an entirely distinct organization, governed entirely by those who pay their money for membership.

The Lumbermen's Exchange of Philadelphia announce that a picked nine from among their members will play a match game of baseball from a like selection from the Master Builders' Association of the same city. The game is scheduled to come off at 2:30 p. m., August 27, and no doubt, as the circular states, it will be one of the most exciting events of the season. The net proceeds will be applied to charitable institutions.

G. Von Platen of Boyne City, Mich., has what should by rights be a patentable contrivance in his mill. It is nothing more or less than a mirror shielded by wire so placed as to give the sawyer a look at the other or lower end of the log.

HALF RATE TO TORONTO EXPOSITION AND FAIR.

Route: Wabash and Canadian Pacific. Rate from Chicago: \$12.40 for the round trip. Dates of sale: August 30 to September 2, inclusive. Return limit: September 15, inclusive. Write for maps and timecards. F. A. Palmer, A. G. P. A., 97 Adams street, Chicago.

The Man About Town.

BY C. D. STRODE.

HISTORY OF THE CHICAGO HARDWOOD LUMBER EXCHANGE.

There has been such a complete change in the hardwood lumber trade in the past five years that only those who were in business previous to that time can understand it. Previous to that time there was no organization; now the hardwood trade is as completely organized as any other branch of the lumber trade. The work has all been accomplished within five years, and when one remembers the conditions which existed at that time and realizes how much more difficult it was to organize the hardwood trade than to organize any other department of the lumber business, the results reflect much credit on the hardwood lumbermen who undertook the work and carried it to completion. To a hardwood lumberman the history of the work of organization is interesting. Our history of the National association attracted much attention, and at the request of a number of our readers we have concluded to supplement it by a brief history of the minor organizations which each contributed to the success of the general movement.

I shall begin with the history of the Chicago Hardwood Lumber Exchange because it was in this body that the movement for a general organization of the trade began, and it is largely to the steady, persistent, unwavering support of this powerful body that the ultimate success is due.

Beyond question, Chicago is the largest hardwood lumber market in the world. I do not mean that the Chicago hardwood lumbermen handle more hardwood lumber than those of any other market, for I do not believe they do, for the Chicago lumbermen handle but a small portion of the hardwood lumber which comes to this market. Nor is Chicago much of a shipping point for hardwood lumber. When hardwood lumber comes to Chicago, as a rule its career is at an end. When it leaves Chicago it is in the form of manufactured goods, furniture, flooring, molding, railway equipment, pianos and organs, etc. More hardwood lumber makes its final destination and is manufactured and consumed here than in any other market. I believe that even Frank Smith of St. Louis will concede that. The claim was once made that Grand Rapids, Mich., cuts up as much hardwood lumber as Chicago does. A lumber paper looked the matter up and presented statistics showing that Chicago cuts up more than three times as much hardwood lumber as the entire state of Michigan.

The foregoing statement is made merely to show what power and influence for

good or evil the Chicago Hardwood Lumber Exchange, as the governing body of this great market, has; and all who have followed the work of organization of the past five years will bear witness that all that power and influence has been on the side of progress.

Chicago is so situated that all kinds of hardwoods are marketed here and her lumbermen are about equally interested in the inspection of maple, birch, elm and other hardwoods of the North, and oak, ash, gum and other hardwoods of the South. And yet, in the matter of uniform inspection rules, the Chicago Exchange has never been contentious. It has insisted on only one point—that the lumbermen get together.

It conceded to the lumbermen of Michigan and Wisconsin the right to make the inspection rules on northern hardwoods and the fight over the inspection of southern hardwoods was not a Chicago fight. Such influence as the Chicago Exchange exerted was on the side of the producers.

* * *

In the history of the National association we touched on the conditions which prevailed in the trade at the time of the organization of that association. But the tide had turned at that time and things were not at their worst. They were at their worst two years earlier, when the Chicago Hardwood Lumber Exchange was organized. At that time the organization of the National association would have been impossible.

At the time the Chicago Hardwood Lumber Exchange was organized things were at their worst, and Chicago, being the market where the most lumber was sold, the market in which nearly every lumberman in the Mississippi Valley had sold, was selling, or expected to sell, the market which was the dumping ground for everything and everybody, things were worse than anywhere else.

The fact that Chicago is so essential to the hardwood lumber trade, that it is the purchaser and consumer of so much stock for which there is so little market elsewhere, made the bad state of affairs more noticeable here, and caused the trade so much loss and aggravation that there was an almost universal howl of execration against the Chicago market.

And conditions were bad here. Bad in every way, and the worst feature of the whole situation was the lumber newspapers. I am out of the lumber newspaper business now, except as a paid contributor, and I wish to state it as my private and personal opinion that I never saw as unscrupulous and unfair a lot of newspapers, representing any line of business, as

were the Chicago lumber papers at that crisis in the history of the hardwood lumber trade. And the worst of that is that a man may be wrong in his business methods and it will affect no one except himself and those with whom he comes in contact in a business way; but when a newspaper goes wrong it means much more than that. The newspaper has many tongues and talks to many people; and when all those tongues speak evil the result is disastrous.

The press at that time, instead of attacking conditions, attacked individuals, which was of no avail at all, as is evidenced by the fact that the principal object of their attack, Mr. M. J. Becker, is, I understand, still doing business in Chicago and, I am informed, doing very well. What was needed was such an organization of the trade as would make illegitimate practices difficult and unprofitable. For the trouble was not caused entirely by the lumber buyers. Not by any means. Much of it was caused by the ignorance, unreasonableness and even rascality of the shippers. Mr. Hitchcock, at that time publisher of *Hardwood*, and a very fair-minded and upright man, told me that in 90 per cent of the disputed cases which came under his observation during those dark days, the shipper was wrong. That is, he didn't deliver what he had agreed to deliver, either because he didn't know how or because he didn't want to; then the buyer, having an advantage, would push it to the utmost.

Whoever was at fault, however, whether the buyers, the shippers or the newspapers, or all of them, conditions were deplorable, and the hardwood lumbermen of Chicago, or a number of them, realized that something had to be done, and it seemed that nothing short of an organization of the entire hardwood trade would avail. There was at that time no organization among the hardwood lumbermen of Chicago. There were about a dozen of them belonging to the Lumbermen's Association of Chicago, an association formed by the pine dealers, and a very strong and efficient organization, so far as the pine business was concerned. When the hardwood lumbermen joined the Lumbermen's association, a hardwood committee was appointed to have jurisdiction over the hardwood trade of Chicago, and it was with this hardwood committee of the Lumbermen's association that the movement for a better organization of the trade originated.

The members of that committee at that time were E. F. Dodge, of P. G. Dodge & Co., chairman; R. T. Witbeck, of Heath, Witbeck & Co.; L. B. Lesh, of Lesh &

Mathews Lumber Company; M. A. Vinnedge, of Vinnedge Bros., and J. Reil, of Keith Lumber Company.

And I want to say here, before I forget it, that while he dropped out of the work later, much of the success of the Chicago Hardwood Lumber Exchange, and all that that success carried with it, is due to the courage and determination of Mr. Dodge as chairman of that committee. I do not mean to underrate the work of the other members of the committee, for all stood together and did their best, and it is only the fact that Mr. Dodge dropped out of the work after it had been well started that makes this statement necessary; but Mr. Dodge stood up and fought when it took courage to do so, and when a good many flinched. After the work was well started, Mr. Dodge, as before stated, dropped out, and many members of the trade do not know that he, as chairman of the hardwood committee of the Lumbermen's association of Chicago, took a leading part in inaugurating the work of organizing the hardwood lumber trade.

* * *

The work which the hardwood committee had finally decided to undertake was the organization of the Chicago market in such manner as would introduce some system into the hardwood business, which would afford protection to the shippers from unfair treatment and the buyers from unjust criticism.

The task would not have been so difficult had the movement had the support of the lumber newspapers. But it hadn't. Defebaugh was struggling at that time to establish the Timberman. The panic was on and the demoralized condition of the hardwood lumber trade was worth thousands of dollars a year to him. His "How It Is Done" department was in full blast and he was laying his "lash," as he called it, about him indiscriminately. It was a great opportunity for him; it was what the small boy would call "nuts" for the Timberman, and any real reform which would have corrected the evils of the trade would have deprived him of his stock-in-trade; so he would have none of it.

It has always seemed to me that Defebaugh made a mistake in that matter. Whether the mistake was caused by an error in judgment or a sheer love of deviltry I have never been able to determine in my own mind. He had the necessary aggressiveness to have headed a genuine reform movement, and by so doing have earned the confidence and respect of the hardwood lumber trade for all his life. Instead of doing this, he not only would not help the hardwood committee, but opposed it in every possible way, and when the work begun by the Chicago Exchange developed sufficiently that the National association was organized, he opposed that association, and is still opposing it as openly as he dares.

Realizing that they could not expect any-

thing but active and virulent opposition from the Timberman, and that the support of some trade paper that would place their efforts before the trade in the right light, was necessary, the Northwestern Lumberman, owned and controlled by W. B. Judson, was approached.

Mr. Judson was, and is, a good citizen, but not of that stern and uncompromising character that would rather be right than be president. He has a strong predilection for peace and his desire for advertisements amounts almost to a passion. Without going into details, it will suffice to say that no satisfactory arrangement could be made with Mr. Judson, nor with Mr. Hitchcock, of Hardwood. The principal trouble with those gentlemen was that they lacked the necessary combative-ness to take up and carry forward the fight which it would be necessary to make; and, looking back at it now, I don't know that I blame them. It was a hard fight, in which the participants got "more kicks than halfpence."

But the hardwood committee meant business and approached me to start a new paper. After several conferences with the leaders I consented to do so in consideration of a certain amount of advertising, at a certain price, for a certain length of time. There have been so many misstatements regarding the Hardwood Record that I never could have kept up with them with denials, but now that it's all over, it will not be amiss in this history to tell the truth about it, and the foregoing constitutes the only condition on which the Hardwood Record was started. There was certainly no understanding, either definite or implied, that the Record was to defend or advocate anything irregular or illegitimate. The editorial policy was left entirely to me, with the understanding that I should defend and advocate only what I considered just and right and for the good of the hardwood lumber trade. That is what I have done, and the members of the Chicago Hardwood Lumber Exchange have never shown a disposition to criticize my work.

To finish this matter while we have it up, I will say that I underestimated the task before me. The other lumber papers of Chicago had, among them, a dozen able and popular men on the road hammering the Record, and for a year the paper stood still. The Chicago men stood by their contracts, but I could make no gains; my modest resources were exhausted, and but for my success in getting Mr. Kimball into partnership with me the Hardwood Record would have gone to join the great majority on the other shore.

But Mr. Kimball had a few dollars that he had saved and threw them into the breach, the Cincinnati market came to the rescue, and by the time Kimball's money was gone we had the Record on a paying basis.

After the fight was over and won, my interest in the Record was for sale, and Kimball bought it, and is now the sole and only owner of the Hardwood Record. I do not know that the readers of the Record are interested in this matter, but I thought it might not be amiss to make the statement here.

An understanding of the newspaper situation is necessary to an understanding of the difficulties which the Chicago trade had to contend with. Had the old-established lumber papers given the Chicago lumbermen fair treatment, half the difficulties would have been disposed of. It took some time for the Record, an entirely new paper, to establish itself in the confidence of the trade sufficiently to have an influence. But eventually it got there.

* * *

It was in October, 1895, that the hardwood committee began its active and aggressive campaign to organize the Chicago market. That such an attempt was to be made had become noised about the city, so that when the hardwood lumbermen were called to meet at the rooms of the Chicago Lumbermen's Association one evening early in the month nearly every firm in the city was represented. Some came to support the movement, others to oppose it, and a good many came out of curiosity. I believe it was the most largely attended meeting of the Chicago hardwood trade I have ever seen. And very few of the lumbermen knew one another.

That was one of the most difficult things with which the committee had to contend—the lack of acquaintance and lack of friendly feeling among the members. There had never been a hardwood organization in Chicago to enable the members of the trade to get acquainted, and there were so many stories, some true and some untrue, in circulation, that nearly every Chicago hardwood lumberman had an idea that most of his competitors were men whom he didn't want to know. So that the meeting in the Old Colony building was practically a meeting of strangers.

And it was an interesting meeting. The newspapers were barred. I was there in an anteroom with my "dummy" of the Hardwood Record as I intended to publish it. I could hear some loud and earnest talking in the meeting room, but I couldn't distinguish what was said, but I understand some very plain talk was indulged in. Finally, after a very long wait, I was called into the meeting room, introduced by Chairman Dodge as the party who intended to start a new lumber paper, and was invited to state my proposition. I did so as briefly and concisely as possible. I made it clear that the new paper would fight the old papers, and when I closed I invited them all to advertise in the new paper. And to say that there wasn't any rush to accept the

invitation is stating the case conservatively.

My friends were there, but they thought better to hold still and let nature take its course. There is no doubt in the world but that at that time Defebaugh had the hardwood lumbermen of Chicago "bluffed." He had shown himself so utterly unscrupulous, so lost to all sense of justice and fairness, that it was pretty generally understood that no lumberman who resisted his dictation, or incurred his enmity, was safe from a scurrilous attack upon his business and personal character; and the other lumber papers were so afraid to say their souls were their own that it is not at all surprising that my invitation to them to cast their fortunes in with the new paper was not enthusiastically received. It involved a serious financial risk. If the new paper should make good and show itself competent to take care of its friends, all well and good; but if a book had been made on the spot no sane bookmaker would have rated the new paper, as against the field, at better odds than 500 to 1. I believe that most of those present sympathized with the movement and wished the new paper success most heartily; but a 500 to 1 shot was too much. So my proposition fell with a dull thud and I retired to the next room.

I listened until I got the carache but couldn't understand what was said. I waited until the meeting adjourned, but those present did not press around me and offer the glad hand and tell me what had been done. So I can't make much of a report on that meeting.

* * *

A meeting was held a week later, however, in which some progress was made.

I find a report of that meeting in the first issue of the Hardwood Record, published in October 17, 1895, from which I learn that a committee, consisting of Fred W. Upham, R. T. Witbeck, H. S. Hayden and E. F. Dodge, was appointed to confer with the Wisconsin Hardwood Lumbermen's Association on the matter of securing uniformity in inspection rules.

Another thing which was exercising the hardwood trade of Chicago at that time was the lumber yard license question. It seemed that a number of years before some of the lumbermen of Chicago had been very prominent in attempting to secure some legislation at Springfield which was aimed to do hurt to the liquor dealers of Chicago. In return for this action, the liquor dealers, having control of the City Council of Chicago, imposed a license fee of \$100 a year on lumber yards, and, I believe, a fee of \$25 a year on lumber dealers not having a yard. That ordinance is still in force, and the lumbermen are still being punished for presuming to interfere with the liquor traffic. Thus is virtue rewarded.

At the time of which I write, however, a number of the yards and dealers were

escaping the tax, and in order that all might suffer alike, a committee, consisting of L. B. Lesh, Geo. Thamer and M. A. Vinnege, was appointed to ferret out those delinquent members of the trade and see that they paid their proportion of the tax.

This committee came to be called, in a spirit of derision, the "smelling committee," and faded away after a while. Under conditions as they exist in Chicago to-day, if any lumberman can succeed in dodging the license fee, his brother lumbermen are glad of it.

There was also a committee on railroad rates appointed, consisting of R. T. Witbeck, E. Harvey Wilse and H. S. Hayden. It was the intention of this committee, and they were so instructed, to proceed immediately to get more favorable railroad rates for the Chicago lumbermen. Everything moved favorably in the meeting of the lumbermen, and the sentiment was unanimous in favor of lower rates; in fact, the lumbermen were enthusiastic in the matter, and the committee met no obstacle at all until it came in contact with the railroads. Then it fell down.

The principal work of the committee was, of course, on the matter of inspection. The hardwood inspection of the Lumbermen's association had become an object of contempt and bitter derision throughout the length and breadth of the land, "a thing for fleers and sneers and jeers." That inspection was not a fair inspection, being altogether under the control of the Chicago lumbermen, but it was not nearly so bad as was generally believed. I believe that, under conditions as they were at that time, no system of inspection which could have been devised would have given anything like general satisfaction. The inspection rules of the Chicago market were much more severe than they are at present, and so great a percentage of the hardwood lumber coming to this market was so mismanufactured and badly cared for that a close and technical application of the rules on almost any lot of lumber would throw nearly all of it into the cull grade. Under such conditions no system of inspection, no matter how fair and equitable its provisions, would have given satisfaction. And the inspection system of the Lumbermen's association was not nearly so fair and equitable as it might have been made.

In the first place, it was an entirely one-sided inspection, the shippers having no voice whatever in its control or arrangement. This, however, was unavoidable at that time, as the manufacturers had no organization to act for them.

In the second place, the licensed inspectors were dependent entirely upon the goodwill of the lumber dealers of Chicago for their living. They had no compensation for their services, except the fees; and, if their positions were to be remunera-

tive, their work must please the lumber dealers.

For all that, however, the chief trouble with the system was the spirit in which it was applied. Any system of inspection will fall into disrepute if it is not strongly and carefully protected, which the system of the Lumbermen's association was not. The Lumbermen's association was a pine association, with a sort of a hardwood tail. No one took any pride or interest in the hardwood inspection; in fact, nearly everybody was ashamed of it. And it was pretty rotten, and that's a fact.

The first and most serious work of the hardwood committee was directed toward improving and safeguarding the inspection. With their inspection rules as they were, and with the sentiment against Chicago as it was, there was not much they could do, but what they could do they did.

They had the licenses of all the old inspectors revoked, and employed a chief inspector on a salary, so that he might be financially independent of the hardwood dealers and responsible only to the hardwood committee.

They made one of the inspectors of each yard that applied a licensed inspector of the association. This step was severely criticised by the Timberman and hooted at by the trade generally, but it was in fact a most excellent move. Bad as conditions were at that time on a large majority of the consignments received at the Chicago yards, there was no trouble about the inspection, and it was the idea of the committee that by giving the association the benefit of all that inspection over which there was no controversy, by issuing association certificates for everything, the inspection of the association would grow in favor with the shippers. And the inspection of the yard inspectors was in no sense final. If that inspection differed materially from the shipper's invoice, the buyer had to hold it intact for 10 days for the shipper to demand a re-inspection by the salaried chief inspector.

The greatest change, however, was the spirit in which the new system was applied. The committee was thoroughly in earnest and thoroughly determined that the inspection should be fairly done and all parties thoroughly protected.

The new system was a great improvement over the old in every way and the : was done in the sincerest good faith, but, chiefly because of the attitude of the lumber press (aside from the Record, which at that time cut but little ice), the trade had no confidence in it. Defebaugh knew that the new system was a great advance over the old, and knew that it had been adopted in a sincere attempt to protect the shippers to this market; knew it as well as I knew it, or anyone else, and yet he deliberately and wilfully misrepresented both the system and the motives

which actuated the committee in adopting it, and the Northwestern Lumberman and Hardwood had not the courage to defend the committee or even treat the new system fairly; so the efforts of the committee bore but little immediate result. The association inspection had so bad a name that but few yards had the courage to issue its certificates, even when those certificates made no reduction in the shipper's invoice. In one case to which my attention was called, a Chicago dealer received a shipment from a manufacturer with whom he had been doing a satisfactory business for a number of years. The shipment was satisfactory in every way, and an association certificate was issued in accordance with the shipper's invoice. This certificate was inclosed with a check to the shipper, who replied by return mail, acknowledging receipt of check by returning the certificate, saying he was satisfied to accept the dealer's inspection as in the past and to ship as long as that inspection was satisfactory, but that he didn't want any association inspection and wouldn't have it.

So the chief inspector had but little work to do, and the committee had to keep going down in its pockets to pay his salary. Then they began to consider the matter of cutting loose from the Lumbermen's association and organizing a hardwood association.

* * *

There were a good many reasons why the hardwood lumbermen should have a separate organization, and none at all why they should not.

Some of the hardwood members of the Lumbermen's association had no sympathy with the new movement, took no part in it and gave it no support. Others, who had not joined the Lumbermen's association, and for various reasons would not, expressed a willingness to join an independent organization.

Another drawback was that the hardwood branch of the Lumbermen's association had no separate treasury. The dues which they paid to the association went to pay the running expenses of the association and were not available for pushing any of the special work of the committee.

Another thing was that the white pine dealers of the Chicago market rather looked down on the hardwood dealers and considered themselves a superior class of beings, of finer mental and moral fiber. Some of the pine men had made a beginning in manufacturing hardwoods. They made their pine, on gang saws, and without turning their logs. This lumber was, of course, scant thickness when dry, with the best boards in the logs spoiled by having a heart running through them. When this lumber was sold to the hardwood dealers it naturally ran almost entirely to culls, and the pine men howled and were certain that all hardwood deal-

ers were thieves and robbers. They had no sympathy with nor respect for the hardwood dealers, and were inclined to sneer at any attempt they made in the direction of reform.

So, after mature deliberation, the hardwood committee decided to call a meeting of the general trade to organize the Chicago Hardwood Lumber Exchange.

LOCAL GOSSIP.

T. K. Edwards, the popular lumber agent of the Illinois Central Railroad Company, has been enjoying a summer outing for the past two months on Golden Lake, near Oconomowoc, Wis., where he has a cottage. The colonel says it is the prettiest country out of doors. He will attend the Hoo-Hoo annual at Milwaukee and return to Chicago from there to stay.

* * *

George W. Stoneman has just returned with his family from a month's sojourn on the Atlantic coast. He says: "Maine, you know, is the old original lumber state. Well, they are decidedly aboriginal in their method of manufacturing lumber. They will cut anything that will make as large a piece as a 2x4 and they don't edge or trim it, either."

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C. L. Willey has completed the removal of his yard and office from the old location at Thirty-fifth street bridge to Robey and Blue Island avenue, where his veneer mill is located. He has one of the most tastefully decorated offices in the city.

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P. A. Ryan, of the wholesale hardwood lumber firm of Ryan & McParland, is another lumberman who is looking back on his vacation. He and his family spent three weeks in the far West.

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F. J. Heidler, the walnut lumber manufacturer of Chicago, showed the writer some very choice walnut planks the other day. They were 3 and 4 inches thick and running 20 inches and over in width.

* * *

A welcome caller at the Record office this week and one that it isn't often our pleasure to greet, was E. E. Taenzer, of E. E. Taenzer & Co., Memphis, Tenn. Mr. Taenzer was on his way home from a very brief trip in the East. He is firm in the belief that hardwood lumber of all kinds and classes is destined to be in heavy demand and stiff in price during the balance of the year.

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Mr. L. H. Bell, of the newly organized Bell-Thompson Lumber Company firm of Memphis, Tenn., was a Chicago visitor this week and a caller at the Record office. Mr. Bell says their new mill in Arkansas will begin operations next week, cutting cypress principally.

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Another Memphis lumberman—a recent addition to the growing ranks down there. Mr. J. N. Woodbury—called at the Record

office this week. Mr. Woodbury is the southern representative of the J. W. Darling Lumber Company of Cincinnati, one of the big cottonwood factors in the trade. They recently established an office in Memphis, as previously mentioned in the Record, with the idea of not only widening their operations, but also extending their line. Mr. Woodbury states that they have secured some very desirable contracts for a supply of oak, ash and poplar.

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Among the other visitors on the local market this week were J. W. Thompson of the J. W. Thompson Lumber Company, Memphis, Tenn.; W. E. Smith, of the Three States Lumber Company, Cairo, Ill.; C. G. Powell, of the Fullerton-Powell Lumber Company, South Bend, Ind.; P. Benson, of the exporting firm of Jas. Kennedy & Co., Fort Wayne, Ind., and J. N. Penrod, of the Penrod Walnut Corporation, Kansas City, Mo.

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Mr. Penrod, mentioned last, is on the eve of starting abroad. He will sail from New York next week for various business centers in Europe.

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Mr. A. J. McCausland, of the A. J. McCausland Lumber Company, has just returned from Memphis and other southern points. While in the South he completed the purchase of the Gladden Lumber Company's saw mill plant, at Devalls Bluff, Ark., together with several acres of timber. It is one of the best constructed band saw mill plants in the South, with a capacity of 35 M. feet per day and well located in reference to logging and shipping. Mr. McCausland informs us that there will be some slight alterations made

Operations will begin the first of September. They will cut oak, ash, gum, cottonwood and a general line of hardwoods, making a specialty of thin stocks. Russe & Burgess have leased the yard opposite their mill to the McCausland Company. The latter firm will in time have a complete stock at Memphis, and maintain their principal office there.

GOTHAM GLEANINGS.

A stay of two months here is contemplated by F. W. Barth, Jr., of the timber firm of F. W. Barth & Co., Dusseldorf, Germany, who passed through New York recently on his way West. Mr. Barth is hopeful of good conditions abroad this summer. He claims that the combine among the manufacturers in Northern Germany has resulted in bringing up lumber prices, but for all that, he says, they are just about where they were a year since. He was surprised to find prices so stiff here, although he had been advised of the firm conditions.

* * *

Some idea of the splendid hardwood trade of the summer is given by John Catheart, the well-known exporter. He has shipped from his yards 1,000,000 feet

every month thus far, and has orders enough on hand to keep him busy until fall. Some of the quartered oak recently cut at the Decatur, Ala., mill measured from 20 to 23 inches in width, and being free from hurt or defects, occasioned considerable pleasant comment from customers.

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On Friday evening next, the 22d inst., George C. Lavery, the popular secretary and treasurer of the incorporated firm of Collins, Lavery & Co., wholesale lumber dealers, 39 Cortlandt street, will lead to the altar Miss Elise Marie Antonia Biart, a daughter of Capt. Victor Biart, of this city. The wedding ceremony takes place at the Central Presbyterian Church, in Haverstraw, N. Y., and cards recently out announce that the happy couple will be at home on Wednesdays after September 15, at the Hotel St. George, Brooklyn.

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Prominent among the fortnight's visitors were F. R. Whiting, president of the Whiting Lumber Company, Elizabethton, Tenn., who reports being very busy on hardwoods; W. B. Dozier, of the Dozier Lumber Company, Columbia, S. C.; W. E. Dowdle, of Oswego, N. Y.; Edgar Holt, Northumberland, Pa.; C. H. Bond, of Rathburn & Co., Oswego, N. Y.; M. M. Darr, North Tonawanda, N. Y.; Horton Corwin, Jr., president and treasurer of the Branning Manufacturing Company, Edenton, N. C., and J. W. Martin, manager of the pine department of the Norfolk Hardwood Company of Norfolk, Va. Mr. Martin reports the company busy in all lines, particularly hardwoods.

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Vacation time is not yet over. O. M. Hauscom, Pittsburg representative of Bliss & Van Auken, is up along the Maine coast, breasting the fierce breakers; A. J. Bond, the well-known hardwood manufacturer of Bradford, Pa., accompanied by his wife and by H. C. Bemis, of J. M. Bemis & Son, of the same town, not to mention Mrs. Bemis, as well, is enjoying the cool breezes of North Scituate Beach, Mass.; while J. W. Long, editor of the New York Lumber Trade Journal, is seeking the breezes of the Pocono Mountains, over in Pennsylvania.

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The vacation season is over for E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, who is back from his Maine trip; for Lynde Palmer, eastern representative of the St. Paul & Tacoma Lumber Company and Wheeler, Osgood & Co., of Tacoma, just back from Mt. Washington, New Hampshire; for W. K. Knox, of Lucas E. Moore & Co., returned from the Berkshire Hills, and for F. B. Williams, of Patterson, La., who is back from Saratoga, and is now on his way home.

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During his stay in New York F. W. Barth, Jr., of Dusseldorf, was taken in tow and piloted around by Mr. Ernest Price, of

Price & Hart, the well-known hardwood dealers. Price & Hart, by the way, have very important and extensive dealings with the German house in question, which handles 20,000,000 feet a year, much of it coming from the United States.

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As Messrs. Parmele & Flash of 35 Broadway have bought out the interests of Carl G. King, the firm will now be known as Parmele & Flash, instead of Parmele, Flash & King, as heretofore. Business will be conducted as before.

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I. T. Williams & Sons, retail hardwood dealers, contemplate the erection of a large sawmill, to cost \$25,000, at or near their big yard at Stapleton, Staten Island.

CINCINNATI GOSSIP.

The H. J. McCullough Buggy Company has recently been incorporated under the laws of Ohio. The capital stock of the company is \$50,000. They will occupy the plant vacated by the Irwin-Shaw Buggy Company, recently assigned.

* * *

W. I. Casselbery, who up to a short time ago was a salesman for the T. B. Stone Lumber Company of this city, was found dead in his room at the Hotel Audobon in New York City. Heart disease was the cause of his death.

* * *

The local lumber circles have been considerably wrought up over the discovery of a swindler in their midst. The swindler operated under the name of John H. Wessel, and as there is a John H. Wessel doing a lumber business in this city, he easily caught some good concerns. The original John H. Wessel is in good financial circumstances and is very much respected, and in doing business under his name the fraud had easy sailing in doing a good business, despite the fact that his letters were stamped on the bottom to address all communications to Room 37, Carlisle building, while the original John H. Wessel is in business at 856 West Sixth street. His scheme, while not very deep, sufficed nevertheless. He would buy from some concern on time at whatever price they quoted and then sell the lumber for cash to the highest bidder, even though the price realized was in some instances \$500 below the prevailing market price. The Yellow Poplar Lumber Company of Coal Grove, O., were hit pretty hard, and it is reported that the poplar manufacturers in the neighborhood of Ashland, O., were caught to the extent of \$4,000. Up to the present time nothing has been seen or heard of the fellow, although the government officers are after him for fraudulent use of the mails.

* * *

The Swain & Karmire Lumber Company is the style of a new firm recently commencing in this section of the country. They are going to run two mills at Dillsboro, Ind. Earle Karmire, formerly with

Swain Bros. of Winton Place, O., will manage the business. They will saw oak lumber principally.

NASHVILLE NEWS.

Mr. C. L. Adler of Lyons, Ky., was here a few days ago making some purchases in quartered oak.

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Mr. W. H. Gleaves, manager of the Southern Lumber & Box Company of this city, has returned from a business trip North.

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Mr. Geo. F. Benedict, treasurer of the Benedict-Love Company of Fort Hill, S. C., has been in the city a few days.

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Mr. Arthur Ransom, of John B. Ransom & Co., speaking of trade conditions, said: "Business has been good and we have been running our factory night and day. Have no complaints to make, but are buying and selling considerable lumber. Our business for the past six months has been very satisfactory. The export trade has been a little quiet with us the past few months, but we have not missed the business very much, because we had quite a good demand for all of our stock on this side. While we have exported considerable lumber, we have not been pushing this end of the business to a very great extent lately."

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W. B. Earthman & Co., who have mills at Murfreesboro, Nashville and Dickson, Tenn., report that they are finding a good trade and that there has in their country been no lag in the summer business. In fact, they have been unable to keep up with the orders for six or seven months past.

* * *

J. W. Byrn, of the Hatchie Manufacturing Company, a spoke concern of Brownsville, was through recently en route to Canada, where his firm sells considerable stock.

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John B. Ransom & Co. will give the annual picnic to the employes of their lumber and box factories on next Saturday at Allandale. About six hundred people will participate.

IN MEMPHIS CIRCLES.

Memphis, Tenn., August 19, 1902.

This city has a "community of interests" when it comes to the lumber trade. The devotees of the same are increasing at a rapid rate. North, South and "Downtown" Memphis are each distinguished for their lumber interests. In the two suburban portions mentioned they meet at restaurants for the noon-day meal and of their own fraternity occupy to the admiration of every German proprietress a very long table. Down town, at the New Gayosa, where the traveling lumbermen stop and several of the local magnates as well, the export phases and business in New York and Kansas City are discussed, pro and

con, with the assiduity of buyer and seller. Personal items are always plentiful among Memphis lumbermen, for they are always moving.

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J. P. Meredith, at the head of J. P. Meredith & Co., lumbermen in cedar and chestnut, with offices in the Equitable building, is on a trip to his yards in Alabama and at Nashville. The firm reports a good business.

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W. H. Martz, manager of the Hoyt-Woodin Manufacturing Company, has returned from St. Louis. The Hoyt-Woodin Cypress Company has started its new mill at Buford Lake, Miss., on a tract of cypress.

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Mr. K. Blanton, of the Blanton-Thurman Lumber Company reports the lumber business strong in demand and healthy in price.

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Ryan Gowdy, of Wiborg-Hanna Company, Cincinnati, was here recently.

* * *

F. E. Bartelme, vice-president of the Keith Lumber Company, was here a few days ago.

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J. H. Arthur, president of the Arthur Lumber Company, will return from Minneapolis about October 1, and be at the Memphis office with L. P. Arthur. The firm is beginning further mill operations in Mississippi. They report the lumber business good.

ST. LOUIS NOTES.

W. A. Bonsack, of the Bonsack Lumber Company, reports that there has been little change in the hardwood situation during the past few weeks, other than in the direction of improvement. Sales have included about all the stock he had in a shipping condition, and he states that he has been successful in holding his stock in excellent shape thus far this summer.

* * *

Geo. E. W. Luchmann, of the Chas. F. Luchmann Hardwood Lumber Company, sailed for Europe the first of this week and will be gone for two months. The trip is mainly for the good it will do his export business, but there will also be a forced rest en route. He has been leading a strenuous life during the past year, having materially added to both the production and the sales of his company.

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Gifford Pinchot, chief of the Forestry Department of the United States, has been made honorary chief of the same department of the Louisiana Purchase Exposition, and will aid Dr. Tarleton H. Beau, who is acting chief.

* * *

The Waldstein Lumber Company is now fully established at its new location, Seventh and Victor streets, and is much pleased with the change. Instead of being cramped, as in the old location, there is plenty of room and the facilities are bet-

ter for the rapid and cheap handling of lumber.

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A. J. Lang reports a continuation of the brisk business he has experienced during the past several months, and says the only work connected with the business is at the buying end, the lumber selling itself after it is secured.

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Alice Stewart, of Alice Stewart & Co., states that the outlook for fall trade has never been better. He looks for a very heavy trade and a material advance in prices.

* * *

Ray Massengale, of the Russell-Massengale Commission Company, reports that the business of his company has been greater than the normal of late and that he looks for a continuation of the present excellent business.

EVANSVILLE NOTES.

Henry Maley Lumber Company has leased the big sawmill plant of Schultze, Waltman & Co., who will remodel it, and after taking out the circular mills will put in a large band mill. The contract between the parties has been closed.

* * *

Maley & Wertz have bought the band mill operated by Frank Coss and moved it to Grammer, Ind., where they will operate same, making principally quartered oak.

* * *

Mr. Daniels, chief inspector for the Manufacturers' Association, was here a few days last week. He secured the applications of most of the mill men for membership in the new association and also gave many of the inspectors a lesson in the new rules.

* * *

Mr. T. J. Moffett, of Maley, Thompson & Moffett Company and Ed. Swain of Cincinnati were here for a few days, as was Mr. Davis, the popular inspector for the Edinburg Veneer Company, Edinburg, Ind.

* * *

The Kentucky Veneer Works also had a representative here.

* * *

The Mackly-Bunnell Lumber Company of Grand Rapids, and the Fullerton-Powell Company of South Bend, have several inspectors here loading out stock.

* * *

Sam Burgess of Columbus, Ind., is a visitor on the market.

* * *

Q. Y. Hamilton, of the Evansville Lumber Company, says he is so busy he can't get through it all and has sent to Chicago for more inspectors.

* * *

H. Herrman Manufacturing Company reports business brisk and prices satisfactory.

* * *

Clem Reitz and John A. Reitz & Son report more orders for car-cak than they can fill.

HAVE YOU PAID YOUR DUES TO HOO-HOO?

The "third notice" of dues for the Hoo-Hoo year ending Sept. 9, 1902, has now been mailed out. This is the last notice that will be sent, and members who have not paid up will be suspended after the annual meeting. The dues for 1902 have, generally speaking, come in in very satisfactory volume, but there are some of the brothers who have neglected the matter. There seems to be a certain number of men who put this off till the last moment, and who finally get in a great hurry and send the Scrivenoter a frantic telegram at the annual meeting asking him to "hold up and not suspend." Others put off paying their dues till a few days before the annual meeting. This is all wrong. The close of the Hoo-Hoo year is a busy time at the Scrivenoter's office, and an immense amount of work has to be done in a great rush. Scrivenoter Baird is sending out an urgent appeal to all the members who have not paid to do so at once. If you are a member of the order and this comes under your eye, and if you are not quite sure that you are paid up, give yourself the benefit of the doubt—by remitting 99 cents to J. H. Baird, Nashville, Tenn. His motto is "No trouble to receipt bills," and he will take pleasure in sending you receipt for just what you pay. If you are already paid up for 1902, you stand to lose nothing—you will promptly get a receipt for 1903. But do not wait till you get to the annual meeting—in the rush and hurry on that occasion, the Scrivenoter might put your dollar in his pocket and afterward confuse it with the payment made by another man. Pay now and avoid the rush!

LUMBER FIRE INSURANCE.

The question of fire insurance of lumber stocks is one which has engaged much and serious attention among lumber manufacturers and dealers, not unmingled with the belief that higher rates of insurance were charged than the real hazard incurred warranted. This was particularly the case in hardwood circles. Only recently by joint action of the hardwood men in Chicago, likewise in Buffalo, presentation of statistics occasioned the lowering of rates, but not as yet sufficiently.

Some ten or eleven years ago the Lumber Underwriters at Mutual Lloyds was organized in New York to do a general fire insurance business. It soon passed into the control of a group of prominent lumber dealers, East and West, since which time the business of the company has been limited to the underwriting of lumber and woodworking risks.

Some interesting facts regarding the ratio of losses to premiums paid on this line of risks were secured, largely through the members of the National Wholesale Lumber Dealers' Association. These were, among others, that the losses on an aver-

age were only about 17 per cent of the premiums paid.

The natural result of the procurement of this information was the belief that a profitable lumber insurance could be carried on at a lower premium rate than has usually been paid.

The Lumber Underwriters, whose announcement, in a colored insert, appears in this issue of the Hardwood Record, since the time when they entered upon purely lumber and woodworking risks, have fully demonstrated the fact that lower premium rates may be given, and their announcement will be found interesting reading to those engaged in the vast lumber interests of the great southern lumber fields.

The Toledo Fire & Marine Insurance Company, which has recently come under the control of these gentlemen, is an old and substantial fire insurance company, having been organized in 1848. This company, under the management of these gentlemen, will confine its operations strictly to lumber underwriting.

The list of gentlemen, all well-known in the lumber world, who control these operations, is interesting, and our readers will do well to address Lumber Underwriters, 66 Broadway, New York, and secure the list and their announcement.

BOSTON AND RETURN, \$19.00, VIA THE WABASH.

On account of the meeting of the Brotherhood of St. Andrew, the Wabash road will sell excursion tickets from Chicago to Boston, October 7 to 11, at one fare (\$19) for the round trip. By deposit and payment of 50 cents the limit may be extended to November 12. Write for maps and timetables. F. A. Palmer, A. G. P. A., 97 Adams street, Chicago, Ill.

THE "NATIONAL" GAINING FAVOR.

We are in receipt of a brand-new pamphlet from the National Dry Kiln Company of Indianapolis, Ind., which is issued for the purpose of familiarizing the trade with many advantages the National has over those of older types. It not only contains a full description of the equipment and method of operation, together with illustrations interior and exterior, but also many unsolicited testimonials from users all over the country. In its application to hardwoods the following letter is conclusive proof of the merit of the National Dry Kiln:

Lebanon, Ind.

National Dry Kiln Company, Indianapolis, Ind.—Gentlemen:—Inclosed we hand you check for balance due on drier.

We are pleased to advise you that the drier is working finely on all kinds of hardwoods. We have no leaks or trouble of any kind, and are highly pleased in every respect. We can heartily recommend your drier to anyone in need of a good thing. Respectfully yours,

CAMPBELL, SMITH & RITCHIE.

The National Dry Kiln Company are now located in their new quarters, previously mentioned in these columns, and are prepared to take care very promptly of all newcomers. They are securing orders from many of the largest lumbermen in the United States and Canada, which is a clear indication that the National is rapidly gaining favor.

NEWS SUMMARY.

The large saw and planing mill plant of the Commer-Searce Company of Mooresville, Ind., which was burned recently, will be rebuilt at once.

Nellis, Amos & Swift have completed a large addition to their hardwood lumber and planing mill plant in Utica, N. Y.,

consisting of a two-story brick mill structure, a large modern dry kiln and also increased switching facilities. To provide these improvements and to carry on its growing business the company increased its capital stock \$25,000.

The Sagola Lumber Company of Sagola, Mich., are preparing to convert their plant into a hardwood mill and flooring factory. They are building additions to their plant, and will erect a dry kiln some time later in the fall.

The Tindle & Jackson heading mill at Saginaw is being removed to Pillston, Mich., near Traverse City. It is probable they will add a saw and planing mill equipment to the plant a little later.

E. T. Fifer of New Washington, Ind., has purchased a saw mill and a 5,000 acre tract of timberland in the Indian Territory, near Eufala.

Fire caused a loss of \$30,000 to Cruise & Splawn mill and lumber plant, near Centreville, Ala.

MORE OF THE "DEPENDABLE."

Philadelphia, Pa., Aug. 6, 1902.

The Hardwood Record, Chicago, Ill.—Gentlemen:—We have just received a wire order for 50,000 feet 2½-inch face, count 5-4x3, "C." & "B." rift Georgia yellow pine flooring. This flooring is very hearty, as mentioned in our advertisement in your excellent "Record."

We have more of this excellent grade of "Dependable" flooring on hand, ready for shipment at once.

Rift yellow pine flooring is very popular, owing to the lengths running strong to 16 feet, which finds good grace with the yardman and the builder. Yours truly,

OWEN M. BRUNER & CO.



BIG POPLAR LOGS ENTERING EVANSVILLE.

The logs in the above cut are from one large poplar tree. It was said to be the largest and finest in the state of Kentucky at the time it was cut. It grew in Christian County, was loaded at Hopkinsville on two 40-foot Illinois Central flat cars. It was 8 feet 3 inches at stump. Its diameter 60 feet from the ground was 50 inches. The first log was worthless and was left in the woods. The diameter of the other five logs at small ends were respectively as follows, 57, 55, 51, 50 and 50.

According to Scribner-Doyles rule the tree contained over 10,000 feet of lumber.

The tree was bought and shipped by Moeller & Storrs of Evansville, Ind., and in August 6 was sawed by the large band saw mill of Maley & Wertz, who bought the wide panels made from it, which are now on exhibition at their yard. A large part of these panels are 40 inches and over in width and the widest clear board is 47 inches.



MARKET REPORTS

CHICAGO.

There has been a very good demand for hardwoods during the month of August, and the prospects for a big fall trade look more encouraging every week. Yard dealers are anticipating the usual car shortage this fall and are stocking up. Dealers carrying stocks at mill points are informing their customers of the likely state of affairs in this regard later in the year and are urging them to fill up their storage yards to their fullest capacity now. The appreciation of the value of this argument has no doubt been the cause in a considerable degree for the unusual activity during the dull month of August and will continue to be one of the reasons for a good movement in September. The chief reason for the healthy action in hardwoods, however, is, of course, the very good call for stocks all the time and an apprehension which now amounts to a certainty on the part of the buyer that owing to continued scarcity of dry stocks prices will advance before the year closes.

There is no question as to what the situation will be in a general way. As a whole the entire list of hardwoods seems destined to share in the general prosperity. There are some defective signs in particular cases, but these particular cases are so few in number that they are hardly worth mentioning.

All of the southern woods, outside of quartered red oak, are in good fair demand. Plain white oak is not as much sought after as the state of affairs warrants, and there is a little sagging in cull poplar and cottonwood. In the northern varieties there is but little concern felt, for the situation is decidedly strong. The dealers, recognizing that the season's cut of maple has practically been bought up at mill points, are stiffening up on their prices. Basswood in the better grades is in strong demand. Box common basswood is a little slow just at present. There is only a little life in the local birch market and scant reason for an immediate improvement. The demand is only fair and supply is sufficient, without the addition of this year's cut, which is now, or soon will be, coming on the market. There seems to be also plenty of soft elm to fully meet the demands.

All the factories in and around Chicago are busy and buying freely as if they anticipated a continuation of good business. Furniture manufacturers say that prospects were never better in their line and all classes of manufacturers are experi-

encing the same state of affairs to a more or less degree.

Under such circumstances we cannot see anything but good times for the hardwood lumbermen.

CINCINNATI.

Cincinnati, O., August 19, 1902.

As might be expected at this time of the year, trade is a little quiet. The changes are few and comparatively unimportant. This is the season for vacations and many of the largest manufacturers and dealers are away from home, taking a well-deserved rest, after a very busy year. As this is true of all businesses, the buying is very light and will continue to be so until everyone once more settles down to active work. The furniture manufacturers are already scouting around with a view of placing large orders for future delivery. Indications point to a very heavy demand for lumber this fall. The general impression prevalent among local dealers is that prices will be higher than ever this fall. They base their conclusions on the fact that very little surplus lumber is now on the market and also on the fact that very little has been sawed during the past few months.

Building is still very active and many of the larger contracts have been let to outsiders because of the inability of the local contractors to take care of all of the business offered them.

The state of the export trade is very encouraging and many consignments of lumber are now being made to markets across the ocean. Poplar, oak, gum and cottonwood are mostly sought after by the exporters. The German trade has taken very strongly to gum and cottonwood.

Although it is almost two weeks since the poplar manufacturers made the latest advance on their product, the local dealers have not yet finished discussing the move. The main contention seems to be that it is impossible to get \$40 f. o. b. cars Cincinnati for inch firsts and seconds poplar. Another thing that makes it harder to sell poplar at the advance is that the demand has fallen off very materially and the poplar trade is very quiet at present. Just at present No. 3 common seems to be the most favored, particularly in thin stock. The best demand for firsts and seconds seems to be for thick lumber. The demand for No. 1 common is very light at present.

In spite of the fact that trade in gen-

eral seems to be quiet, gum lumber is meeting with very fair success. Firsts and seconds in all thicknesses have ready sale for export. The demand for firsts and seconds red gum for the domestic trade just at present is not very heavy. No. 1 common red gum is doing well, as is No. 3 common, which is being used for crating. Clear sap gum is quiet, as is also the demand for sap common.

The demand for cottonwood, while still very good, has fallen off a little. The European market is taking care of the upper grades. The box common grade is still in heavy demand on this side. There is also a heavy demand for No. 3 common cottonwood, which, when resawed, makes a very good crating lumber.

An improvement is noticed in the demand for quartered red oak; incidentally it may also be stated that this stock is getting to be very scarce. Quartered white oak also is in good demand. The demand for plain white and red oak is still good, although it shows the effect of the season a little. The above is true mostly of the upper grades, as the lower grades are quiet at present.

Chestnut is in good demand and in almost all grades except No. 3 common. Prices are high and firm.

Ash is in fairly good demand and prices are reasonable.

Cypress is still holding up its end and the demand seems to be improving.

The other hardwoods are not doing so well.

ST. LOUIS.

All of the St. Louis wholesalers report that they are fully satisfied with the volume of their business and they also state that there are fewer causes for worry at present than for many a long day. All things are not as we would have them, but there is less complaint than would be the case were St. Louis alone afflicted with poor stocks of dry lumber. As one dealer puts it, "I would like to be able to buy as much lumber as I need, but I don't want the stock conditions in other markets to change."

This question of stocks is the paramount issue in St. Louis just now. All of the dealers admit that their stocks are badly broken and that there is no valid excuse on hand that is more than ninety days dry. The repeated and strenuous efforts to increase stocks have met with poor success, but the buyers are being

kept in the southern country and are paying the prices asked by the manufacturers. Considerable has been said on this subject in the St. Louis correspondence, but so much thought is being given to it by the St. Louis dealers—more than to any other phase of the situation—that it demands attention. There is also considerable local talk at the marked advances in mill prices during the past month or more. At that end of the line the change in the direction of higher values has been more rapid than in this northern country, and it has resulted in placing the wholesalers on a basis of closer margins than prevailed a month ago. It is a peculiar condition that the selling prices of the wholesale yards to the northern factories have advanced very little, despite the fact that lumber is so scarce that many orders are turned down, and this has led to the local belief that prices must soon show a change. The dealers admit that it is not the competition with other markets that has brought about this condition, but that it is purely a lack of concerted local action and harmony.

As the furniture people are buying more heavily than at last report, and as the crop conditions are entirely satisfactory to those who base their purchases upon the probable conditions in the agricultural country, there is a greater amount of lumber changing hands than at any time thus far this year. The reports coming in also show that a greater amount is also going into actual consumption. The local factories are also easy buyers of about anything that comes their way, and they are especially anxious to buy dry stock, which, of course, is almost impossible to find. As has been intimated in the foregoing, the volume of business is only limited by the stocks and it is apparent this early in the game that there will be much more business this fall than can be taken care of.

NEW YORK.

It is only by comparison that one can truly appreciate the condition of a market, and, judged by the conditions which usually prevail at this season of the year, the hardwood market of the metropolis is one with which little fault can honestly be found.

As a rule, during July and August the experienced lumber dealer does not look for any large volume of sales. This does not refer to hardwoods alone, but to all lumber. To slim sales there is usually added the annoyance, indeed, the loss, of sagging prices.

This year the conditions during July and August, as far as the hardwood conditions are concerned, have been exceptions to the rule. Not only have prices not dropped, but if anything, they are something better now than they were on the first of July, while the demand for

almost everything on the list can truly be denominated as excellent.

The reason for the good prices, however, is not to be found alone in the call. It is due to the fact that the better grades of hardwood are scarce, and supplies generally are light. Those who keep in close touch with the trade know, too, that the mill men throughout the hardwood section understand the situation fully, and that they have not been frightened by the bluff which the buyers usually advance at this season.

On the contrary, they are holding up prices, knowing that hardwood lumber is mighty scarce and that it is decidedly good property to be in possession of, the demand insuring a ready sale when the lumber is ready to be shipped.

Quartered oak is particularly firm. Indiana stock of the very best grade is selling at \$65 for 1-inch, while 1¼-inch brings practically \$70. For southern quartered oak some \$2 or \$3 less is being obtained.

Plain oak is very stiff and active in this market. The regular figure is \$40, although some dealers claim they are getting \$42.50.

As for poplar, its strength seems excellent. For firsts and seconds, 8 to 18 inches, \$41 to \$42 is obtained, 8 and up, \$43 and \$44, and 1¼, 1½ and 2 inch, \$44 to \$45; saps are quoted at \$33, common at \$31, and culls bring \$20 to \$21.

Ash is rather quiet, but for mahogany the demand is very good, stock being sold ahead of the saws at fall figures.

Chestnut is quoted at \$38 to \$40 for firsts and seconds, \$28 to \$30 for sound wormy, \$18 to \$20 for culls, and thick, \$40 to \$42.

EVANSVILLE.

Evansville, Ind.

The hardwood trade is good in this market from every standpoint, except that the mills cannot fill their orders as quickly as they wish. The outside dealers are flocking here with hopes of securing something for the fall trade before prices again advance.

Some buyers are free to say that they don't believe the manufacturers can maintain prices, but their actions don't agree with their expressions. They want lumber too badly and are willing to pay the prices asked. In reality they are afraid prices will again be advanced before they can get into the game.

NASHVILLE.

Nashville, Tenn., August 19.

There are no changes of special moment noticeable on the Nashville market. The usual midsummer dullness failed to materialize, and all the local dealers are as busy as they can be. Orders are plentiful and prices are advancing slowly but surely on most every kind of wood and on every grade and thickness. Quartered white oak, in both firsts and seconds, and common, is especially firm and active, and

prices have advanced \$1 per thousand on common within the last few weeks. Dry poplar is almost unobtainable. The demand for hickory and ash is also improving, and chestnut is still holding its own.

MEMPHIS.

Midsummer finds little change in the lumber market here. The nominal dullness is absent. Those engaged in the trade, abandoning vacations, are at their place of business. The mills are running better than the state of the Wolf River has previously allowed them to run at this season. Poplar, ash, quartered white oak, gum, cottonwood and within the last few weeks even quartered red oak—at firm prices—are in good movement. The manufacturers here do not expect any change of prices.

LIVERPOOL, ENGLAND.

John H. Burrell & Co., wood brokers, Liverpool, England, in their wood circular of August, state:

BIRCH.—The import has been about equally divided between logs and plank; the stock of the latter is, however, still too heavy.

ASH LOGS.—There has been no improvement in the market, which continues to be oversupplied.

ASH LUMBER.—Planks and boards have arrived very sparingly, but there is a fair demand for the former, if of prime quality and good specification.

BLACK WALNUT LOGS.—Prime large logs continue in strong request at good prices, but no improvement can be recorded in the market for logs of medium size and quality, while small and inferior wood rules very low.

BLACK WALNUT LUMBER.—The stock is still too heavy, and owing to the dull demand values remain unusually depressed.

CHESTNUT LOGS.—There has been no import, and but little inquiry.

ELM LOGS.—No change to report.

HICKORY LOGS.—The demand, as usual at this season of the year, is quiet.

OAK BOARDS.—The market for both plain and quartered boards is dull.

OAK LOGS.—The demand has not yet recovered, either for round wood or coffin logs, and prices are easy.

OAK PLANKS (COFFIN).—The slackness in demand recently noted has continued, and supplies should be carefully restricted for the next six weeks.

OAK PLANKS (WAGON).—The arrivals have been very heavy, and new inquiries from the wagon-building centers are at present scarce. Values are somewhat weaker.

POPLAR LOGS.—Prime hewn logs of large sizes are in fair request.

POPLAR LUMBER.—Prime quality boards of good specification, both planed and unplanned, are in good demand, but the supply is scarce, owing to the prices asked by shippers.

SATIN WALNUT LOGS.—The demand is very limited.

SATIN WALNUT LUMBER.—There is but little doing.

The Kaul & Hall Lumber Company of St. Marys, Pa., have qualified to do business in Ohio, with headquarters in Columbus.

Something New in Lumber Circles.

The merging of large interests and the promotion and financing of big corporations in one or another of the several different industrial lines is an everyday occurrence. The "community of interest" idea has proven to be a good one in the majority of cases where it was tried, since the points to be gained involved economy in production, avoidance of ruinous competition and the advantage of an unlimited capacity and plenty of working capital. It was beneficial in a commercial sense as well as to the consumers of the product. The "community of interest" plan has found its way into lumber circles only through the agency of the different lumber associations, chiefly because, on account of the nature of the business, it could not be applied in its broader sense.

What have been and are now considered large institutions in the lumber line are invariably owned and operated by one man or set of men of riches. This is or has been more particularly true in the pine lumber business, but recently, say within the last ten years, a number of large holders or investors in hardwood timber have instituted large companies and are now operating in a big way.

There is nothing so great, however, that it becomes the greatest, and that something new in lumber circles did happen in the natural course of events.

The decadence of the white pine business has been apparent for a good many years. In fact, a number of large mills in Michigan and Wisconsin have gone out of commission within the last few years, for the reason that they were practically cut out of timber. The yellow pine field attracted the attention of a good many of the northern lumber kings, while a few of them became interested in hardwoods. Some few years ago the Mitchell Brothers of Cadillac, Mich., came into possession of a very large tract of white pine timber in New Mexico, approximately 300,000 acres. It was recently sold to the American Lumber Company, formed for the purpose of developing the tract. The proposition is of such great magnitude and the process to be employed in working it out is so evidently a new program in lumber circles that the Record felt called upon to investigate and devote some space to an explanation of the deal.

PERSONNEL OF THE COMPANY.

The head offices of the American Lumber Company are at 617-619 Rookery building, Chicago. It is the lot of few companies to comprise within their personnel so many practical, distinguished and wealthy men; men who have been in the lumber business all their lives and their fathers before them; men whose names are synonyms for integrity and success. The property owned by the American Lumber Company, to be exact, comprises 292,625.63 acres of land, situated in the counties of McKinley (formerly Bernalillo) and Valencia, in the territory of New Mexico. The land was acquired from Mitchell Bros. of Cadillac, Mich., who purchased it in 1890 from the Santa Fe Pacific Railroad, it having been a part of their company's grant from the government. The Mitchells come from a family of lumbermen and are among the pioneers of Michigan lumbering operators. The present plants of Mitchell Bros. and Cobbs & Mitchell, at Cadillac, are indicative of their prominence in the lumber world. They are men of wealth and standing and would be leaders in any community. They are large stockholders in the American Lumber Company. The officers of the company and directors are as follows:

President—A. R. Chapman, Chicago, Ill., formerly of Petoskey, Mich.

Vice-President—E. E. Crepin, Chicago, Ill.

Secretary and Treasurer—George D. Harding, Chicago, Ill.

EXECUTIVE COMMITTEE.

J. S. Stearns, Grand Rapids, Mich.

A. R. Chapman, Chicago, Ill.

W. H. Sawyer, Hillsdale, Mich.

DIRECTORS.

F. M. Stewart, president of the First National Bank, Hillsdale, Mich.

A. T. Bliss, lumberman, governor of Michigan, Lansing, Mich.

James H. Wade, secretary University of Michigan, Ann Arbor, Mich.

J. S. Stearns, the Stearns Lumber Company, Grand Rapids, Mich.

E. A. Wisner, capitalist, Jonesville, Mich.

B. S. Spofford, president Branch County Savings Bank, Coldwater, Mich.

C. H. Winchester, president First National Bank, Elkhart, Ind.

Wm. J. Booth, president State Savings Bank, Ann Arbor, Mich.

A. R. Chapman, lumberman, Chicago, Ill.

F. E. Roethlisberger, president Quincy State Bank, Quincy, Mich.

E. E. Crepin, formerly of the lumber firm of Crepin, Murphy & Sons, Chicago, Ill.

A. F. Freeman, president of Michigan State Tax Commission, Manchester, Mich.

W. H. Sawyer, capitalist, Hillsdale, Mich.

E. O. Grosvenor, president of the Grosvenor Savings Bank, Jonesville, Mich.

Harry H. Picking, secretary Registration & Trust Company, East Orange, N. J.

D. W. C. Merriam, of Merriam & Kuebler, attorneys, Chicago, Ill.

George D. Harding, Chicago, Ill.

THE COMPANY'S RESOURCES.

The acreage contains over two billion feet of thrifty white pine, which, if not an exact duplicate of the famous cork pine that was cut originally out of the forests of Michigan and Wisconsin, bears so close a resemblance that an expert can hardly tell the difference. The practical men of the official staff of the American Lumber Company have explored its forests and are unanimous in their estimate of its quality and quantity, and the company's cruisers have returned with corroborating reports. The following is from the report of a Michigan timber expert:

"The timber growing on your tract is thrifty and very closely resembles our Michigan white pine. I never saw a tract of soft pine as free from punk and shake (in fact, there is practically no shake), and because of the large per cent that it will cut better than common I believe it one of the best, if not the best, body of white pine standing to-day.

"I do not hesitate to advise you that, with good management, your investment will prove a very profitable commercial proposition."

The timber grows on a deep, rich, loamy soil, the tract is not badly broken and presents no engineering difficulties for the construction of railroads to log every section of it. In addition to the white pine there is, of course, a quantity of other woods, such as cottonwood, spruce, etc., all of a commercial value. The importance of the holdings as to location is touched upon by the Lumber Review as follows:

"It is questionable whether a body of timber could be more conveniently located for 'filling a long-felt want.' It is surrounded by a treeless region, nothing nearer than the timber in the California mountains and the pine belt of eastern Texas. The pine forests of Central Arizona, it is true, are being cut over, but the local demand for that territory is big enough to consume the cut of its mills. The upper grades of New Mexico pine will be eagerly sought for by the eastern markets, the freight rate being very favorable. Local consumption in the way of building material, sash and door stock, boxes, ties, timbers, material for mining operations, etc., will tax the capacity of any sized plant."

Aside from the timber possibilities, upon which, of course, the company are depending as the principal source of revenue, they have no inconsiderable asset in mineral and grazing land. There is plenty of evidence that the property contains rich veins of the different ores peculiar to that section of the country.

OUTLINE PLAN.

The American Lumber Company propose to build their manufacturing plant at Albuquerque, N. M. The city has made them a satisfactory offer in the way of land and rights, and the Santa Fe Railroad has anxiously accorded them a favorable proposition in the way of log and lumber rates and transportation facilities.

A company of such immense proportions requires the guiding hand of financial experts as well as practical lumbermen. As a matter of fact, the financing and organization of such a large corporation is the preliminary work, and of necessity quite as important as the practical development of the property. A large portion of the stock of the company was originally subscribed for by those interested, and now serving as officers and directors. The company decided to inaugurate a new system in lumber circles by placing a limited amount of the treasury stock on public sale, thus giving it a standing in commercial circles. The firm of Edwin L. Lobdell & Co. became the financial agents, but before going into contract to finance the company, this well known and conservative banking house spent several months in investigating the enterprise, and proof that the stock is a good investment is the fact that this banking firm are recommending it to their customers. A quantity of the stock has already been taken up by investors.

The company will be pleased to give any additional information desired or to furnish conclusive reports and investigations by its officers and experts on the questions above briefly touched upon.

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 Hayden Bros. Lbr. Co., Chicago. 6
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 Stoneman, George W., Chicago, Ill. 5
 Taylor & Crate, Buffalo, N. Y. 10
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 Thompson Lumber Co., J. W., Memphis, Tenn. 7
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 Vinnedge Brothers, Chicago, Ill. 2
 Vollmar & Below, Marshfield, Wis. 8
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 Foster Lumber Mercantile Agency, Chicago, Ill. 6
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 MANUFACTURER OF
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 HARDWOOD LUMBER**
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 WHITE OAK A SPECIALTY.
GREENCASCADE, INDIANA.

We contract for cash the output of good first-class mills and must have lumber well manufactured and cared for. No inferior stock wanted at any price.

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We re-manufacture for special uses and supply factory trade rough or dressed cottonwood on annual contracts, making a specialty of filling difficult orders.

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 ...OF...
HARDWOODS

Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

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WILL PAY CASH for dry stock or contract for green.

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8-9-2

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An experienced flooring mill man to take charge of a flooring plant of six machines.

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Experienced hardwood salesman in Chicago. Wholesale car load trade. Address

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To cut white oak logs 26 to 40 inches in diameter into thin quartered oak or flitches, or will add veneer mill to plant near Cincinnati and cut same into veneers. Will make annual contract. Address

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100,000 feet 1, 1½ and 1¾ inch, fine wide dry stock. Address

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8-23-1f

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WANTED.

Hardwood lumber and dimension stock, especially maple.

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Cadillac, Mich.

8-9-4

WANTED—BASSWOOD.

1¼, 1½ and 2 inch 1sts and 2ds.

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8-9-1

WANTED—FOR CASH.

1¼ inch Common and Select Poplar, any length.
1¼ inch Good Cull Poplar, 10 and 16 feet long.
1 inch and 1¼ inch Basswood.

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Clark St. and Dalton Ave., Cincinnati, O.

6-28-1f

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Saps—1 and 1¼ inch.

Selects—1 to 4 inches inclusive.

Firsts and seconds, ¾ to 4 inches inclusive.

For delivery between now and February next. State amount you have or will have and time of shipment and prices. We will accept lumber graded under the rules of the Hardwood Manufacturers' Association of the United States and will take same up where quantity justifies sending an inspector.

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7-12-1f

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20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
20,000 ft. 2-in. Common Dry Qtd. White Oak at 30.00
30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00
20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 55.00
The above prices are F. O. B. cars, Louisville, Ky.
THE NORMAN LUMBER CO.,
Louisville, Ky.

FOR SALE.

One car 1½-inch common and better hickory.
One car 2¼-inch common and better plain red oak.
One car 3-inch common and better plain red oak.
One car 1¼-inch to 2-inch common quartered red oak.

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TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

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WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

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Two cars 2-inch cull walnut; mixed car thick first and seconds walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

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WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

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50,000 feet 2-inch Hard Maple.
50,000 feet 1½-inch Hard Maple.
100,000 feet 1-inch Black Ash.
25,000 feet 1-inch Birch Strips.
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Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

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Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

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Virginia and Tennessee Red Cedar Posts and Boards.
ROANOKE CEDAR CO.
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To purchase the output of mill cutting Poplar Lumber.

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200 M feet 28-inch and up White Oak logs.
200 M feet 12-inch and up Walnut logs.
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One 50-horsepower portable saw mill on boat, with gang edger and planer. Will run five miles an hour. Address

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8-23-1f

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Party with laith or shingle mill or both to take contract. Address

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One 50 Horse Power Saw Mill complete, with dwelling house, barns and blacksmith shop; also 1,280 acres good timber land, consisting of oak, cypress and gum. Mill located at Peach Orchard, Ark.; land two mile from mill. Will be sold reasonable. For particulars address

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7-26-4

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Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 45-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 8x9; one 54-inch, 9x10; two 56-inch, 8x10; one 60-inch, 8x10; one 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

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FOR SALE—SECOND HAND WOOD WORKING MACHINERY.

These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

- 1075 One Egan No. 1 Band Saw, complete, with patent roller guide, one saw blade, brazing frame and tongs, tight and loose pulleys.
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30 to 40 feet long. White or Burr Oak. WRITE US.

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WAGON STOCK and HARDWOOD LUMBER

ALWAYS IN THE MARKET.

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For 2-inch Plain White Oak, 1st. and 2nds.

CASH

1-inch Quart'd White Oak, 1st. and 2nds.

1-inch Quart'd White Oak, Strips.

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WALNUT AND CHERRY LUMBER,

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INCORPORATED AND COMMENCED BUSINESS 1848.

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Assets, Cash in Banks \$50,000
 Liabilities None.

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ARE OFFERING SPECIAL INDUCEMENTS
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DESIRABLE HARDWOOD RISKS

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JANUARY 1, 1902, TO AUGUST 1, 1902.

January	Summit Lumber Company, Upland, Ark.,	\$1,425.00
"	Southern Pine Co., Offerman, Ga.,	29 07
"	Taylor & Crate, Meadow Lawn, Ind.,	775.00
February	Malvern Lumber Company, Perla, Ark.,	6.60
March	C. Crane & Company, Cincinnati, Ohio,	684.58
April	Cypress Lumber Company, Apalachicola, Fla.,	4.33
"	Gernert Bros. Lumber Co., Louisville, Ky.,	96.02
"	J. D. Cameron & Sons Co., Mobil-, Ala.,	67.51
"	Hilton & Dodge Lumber Co., Ochwalkee, Ga.,	63.22
May	E. W. Rathbun & Co., Oswego, New York,	151.36
"	E. W. Rathbun & Co., Oswego, New York,	151.37
"	C. Crane & Company, Cincinnati, Ohio,	18.75
July	Advance Lumber Co., Cleveland, Ohio,	4,900.00
"	Advance Lumber Co., Cleveland, Ohio,	2,450.00
"	One loss in process of adjustment (estimated)	800.00

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field, Mass.

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 PITTSBURG, PA.
 Buyers and Sellers of **HARDWOODS**
 We need one-half million 1-inch by 2 to 5-Inch 8 and 16 feet Mill Culls, resawed. Write us.

E. E. PRICE,
 BUYER AND EXPORTER OF
HARDWOODS, POPLAR AND LOGS.
 I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

Quinnesec Log and Lumber Co.
 Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)
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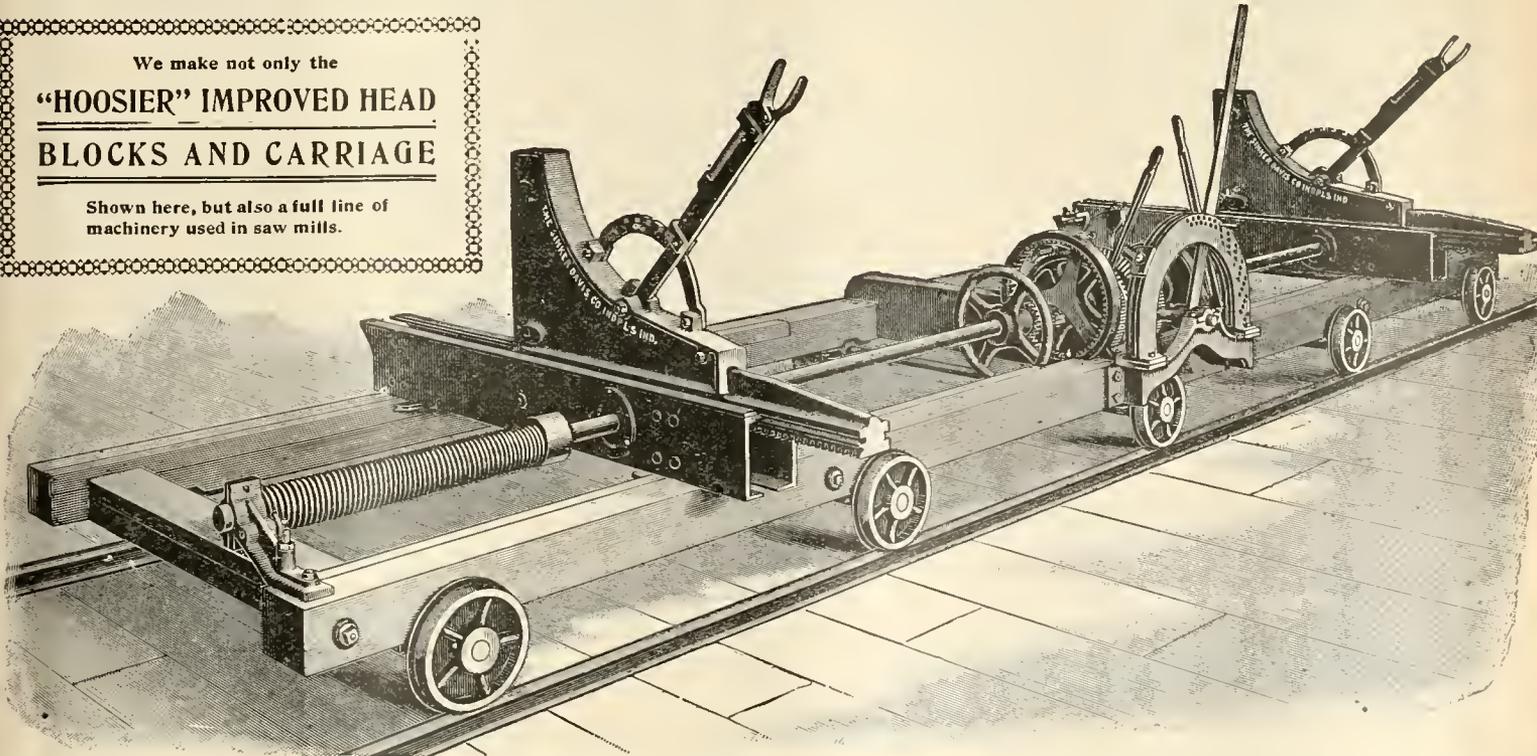
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WE NOW WANT:
 Two cars 1-in. 1st and 2nd Qtd. White Oak.
 30 M ft. 2-in. 1st and 2nd Plain White Oak.
 50 M ft. 2-in. 1st and 2nd White Ash.
 3 cars 1-in. Cull Walnut.
 2 cars 2-in. Common and Cull Walnut.
 100 M ft. 1-in. 1st and 2nd Plain Red Oak.
 500 M ft. 1-in. 1st and 2nd Gum, 13 to 15 in. wide. Sap no objection.
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 12 & 13 TOWER BUILDINGS, NORTH, LIVERPOOL, ENG.
 OLD CHURCH YARD.
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THE SINKER-DAVIS COMPANY,

We make not only the
"HOOSIER" IMPROVED HEAD
BLOCKS AND CARRIAGE
 Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

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EVANSVILLE, INDIANA.

MALEY & WERTZ,

Wholesale Dealers
and Manufacturers

HARDWOOD LUMBER

EVANSVILLE, INDIANA.

SPECIALTY OF

Quartered Oak Fitches.

OFFICE AND MILL:
Belt Railway and Columbia Street.

Indiana Hardwoods

all thicknesses and grades.

PRESENT SPECIALTIES:

- 1 Car 2 $\frac{3}{4}$, 3 and 4-inch Black Walnut 1sts and 2ds
- 1 " 2-inch Poplar, 20 inches and up wide
- 1 " 1-inch Plain Red Oak, 16 inches and up wide
- 1 " $\frac{5}{8}$ -inch Quartered White Oak, 10 inches and up wide
- 1 " $\frac{3}{4}$ -inch Quartered White Oak
- 1 " $\frac{1}{2}$ -inch Quartered White Oak, 12 inches and up wide
- 1 " 1-inch Ash, 15 inches and up wide
- 1 " $\frac{1}{4}$ -inch Ash, 10 inches and up wide.

Henry Maley Lumber Co.

EVANSVILLE, IND.

WE ARE IN THE MARKET FOR
1-INCH COMMON AND BETTER

PLAIN OAK.

CASH AT MILL POINTS AND INSPECTED THERE.

JAS. PIATT & CO.

WHOLESALE HARDWOOD LUMBER,
124 Main St., EVANSVILLE, IND.

BAND SAWED HARDWOOD LUMBER.

PARTIAL LIST READY FOR SHIPMENT.

QUARTERED WHITE OAK.

9,600 feet 10-foot common strips 1x2, 2 $\frac{1}{2}$, 3 and 3 $\frac{1}{2}$.

34,620 " 12 " " " " " " "

20,160 " 14 and 16 foot " " " " " "

Also a good line of regular stock in $\frac{3}{8}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, 1 $\frac{1}{4}$,
1 $\frac{1}{2}$ and 2 inch and fitches.

QUARTERED RED OAK.

One car 1-inch common, 10, 12, 14 and 16 feet.

Small car common strips 1 inch.

PLAIN WHITE OAK.

25,000 feet 1-inch clear saps and select common.

35,000 " common.

PLAIN RED OAK.

87,800 feet $\frac{5}{8}$ inch 1st and 2nds.

25,000 " $\frac{3}{8}$ " common.

8,460 " 3 " 1st and 2nds.

8,840 " 3 " common.

Also 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2-inch common and 1st and 2nds.

POPLAR.

$\frac{5}{8}$ -inch 1st and 2nds assorted 7 to 19 inches wide and
20 inches and up.

1-inch 1st and 2nds and common.

One car 1-inch 1st and 2nds and common quar. sawed.

Box Boards all lengths.

Ash, Hickory, Gum, Sycamore.

MAY, THOMPSON & THAYER,
EVANSVILLE, IND.

MOELLER & STORRS,

WHOLESALE DEALERS AND
MANUFACTURERS

Hardwood Lumber

EVANSVILLE, IND.

OUR PRESENT OFFERINGS:

One Car 1 inch common Quartered White Oak, 10-inch and up.

One Car 1-inch common and better Walnut.

Five cars No. 2 common 1-Inch Poplar.

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One car clear one face Quartered Oak Strips, 4-inch, 4 $\frac{1}{2}$ -inch,
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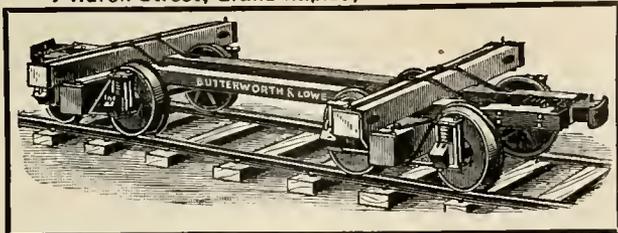
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Log Cars of
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YOU GET IT AT ONCE.

Two cars 2 1/4-inch face (1 1/4 x 3) "B" Heart Rift, Georgia Yellow Pine.
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Depend upon getting low prices.

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1438 South Penn Square, PHILADELPHIA, PA.

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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, namely:

NORTH DAKOTA.	MINNESOTA.	NORTHERN MICHIGAN.
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EX. Passenger Trains, Fast Frt. Trains Throughout.		MISSOURI. ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

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No switching charges.

No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

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Some desirable manufacturing sites can be had free of cost to you.

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of a better quality and in greater quantity is found along the line of the

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than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

—Have you seen—
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a journal containing much information regarding business openings and opportunities along our line? Write for a copy.

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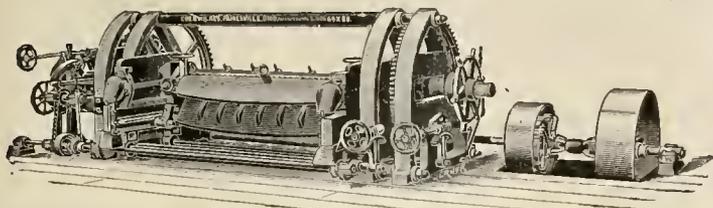
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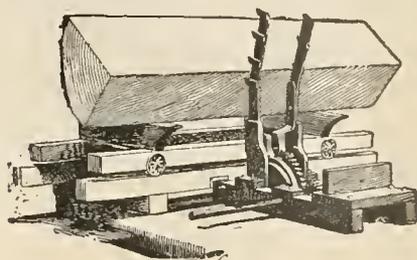


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WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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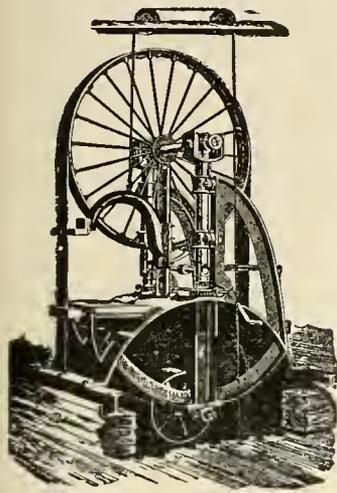
Portable Band Sawmill.

This mill has 6-foot wheels for 8-inch saw blades. The saw kerf is less than 1/8 of an inch wide. The arbors are 3 1/2 inches in diameter. The drive pulley is 24 inches in diameter for a 12-inch belt and should run 500 revolutions per minute.

This mill will cut 25,000 feet of lumber per day and is so arranged that it can be taken apart and moved readily. It will save 10 to 15 per cent. of the logs over a rotary mill.

We are also prepared to furnish saw carriages and feed works suitable to go with the mill. Address

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172 La Salle Street, Chicago, Ill.

FOR SALE—Dry Indiana Hardwoods.

CAN YOU USE ANY OF THE FOLLOWING ITEMS?
ALL ON STICKS, WELL MANUFACTURED AND DRY.

Quartered White Oak.

15,000 " 1½-in. firsts and seconds.
10,000 " 2 " firsts and seconds.
15,000 " 1x4 and 4½-inch strips.
20,000 " 1-inch cull.
10,000 " 1 " cull strips.

Plain White Oak.

10,000 feet 1-inch firsts and seconds.
20,000 " 1½ " firsts and seconds.
20,000 " 1 " common.
5,000 " 1½ " common.
25,000 " 1 " cull.

Elm.

5,000 " 1½ " firsts and seconds.
25,000 " 1½ " firsts and seconds and common.
10,000 " 2 " firsts and seconds and common.

Quartered Red Oak.

5,000 feet 1-inch firsts and seconds.
12,000 " 1 " common.
5,000 " 1 " strips.

Plain Red Oak.

125,000 feet 1-inch firsts and seconds.
60,000 " 1½ " firsts and seconds.
20,000 " 1½ " firsts and seconds.
150,000 " 1 " common.

Walnut.

7,000 feet 1-inch firsts and seconds.
20,000 " 1 " common.
10,000 " 1½ " common.
5,000 " 1½ " cull.
5,000 " 1½ " cull.

Plain Sycamore.

3,000 feet 1-inch firsts and seconds.

Soft Maple.

15,000 feet 1-inch.

Ash.

5,000 feet 1-inch firsts and seconds.
30,000 " 1 " common.
20,000 " 1½ " common.
9,000 " 2 " common.
5,000 " 3 " common.
3,000 " 2½ " firsts and seconds.
4,000 " 4 " firsts and seconds.

Sugar.

20,000 feet 1-inch common and cull.
10,000 " 1½ " log run.
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2,000 feet 1-inch cull.
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Are You Not Aware—

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WOOD WORKING MACHINERY

**WOOD WORKERS
AND LUMBERMEN**

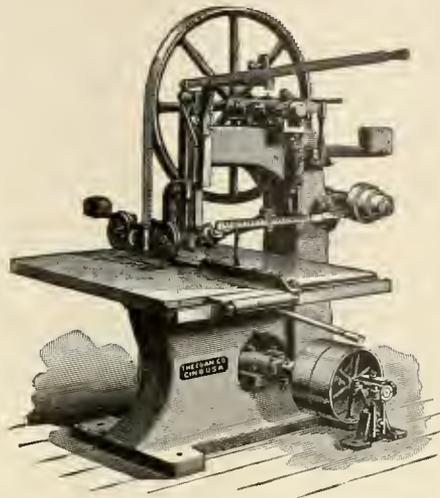
HAVE YOU MUCH RIPPING TO DO ?

Here is a new band rip saw that will surpass in quality and quantity anything in this line you are now using.

It represents an entirely new departure in Ripping Machinery, is meeting with unqualified success wherever used and is adapted for all woodworkers.

**ITS MERITS SHOULD BE
INVESTIGATED.**

**TERMS, CUTS AND PARTICULARS ON
REQUEST.**



**No. 1 AUTOMATIC
BAND RIP SAW.**

(Patented Feb. 27 and Oct. 2, 1900.)

Will rip quickly and accurately either hard or soft wood 24 inches wide and to 10 inches thick and with no danger of wood striking operator.

Can be used as a hand feed rip saw, and where desired can be fitted with a long table, on which are rolls for quickly returning the material. Feed is powerful, steady and uniform and its rate furnished as desired.

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“SAW AND KNIFE FITTING”

MAILED ON REQUEST.

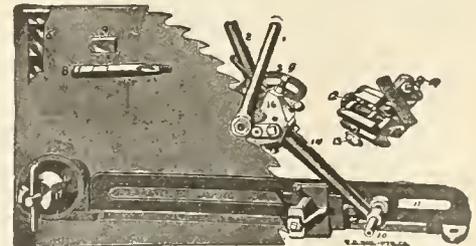
Contains About 200 Pages and is Invaluable to Users of Saws and Knives.

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FOR

Saw, Planing, Shingle, Stave and Heading Mills. Furniture, Box, Sash, Door, Blind, Chair, Piano, Organ, Trunk, Carriage, Wagon, Wheel, Handle, Hoop and Barrel Factories. Picture Frame, Moulding, Show-case, Veneer, Excelsior and Wood Rim Factories. Arsenals, Navy Yards, Car Works, Ship Yards, Dry Docks, Etc.



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Circular Swages.**

No. 65. Swage without Attachments for Saws 5 to 11 gauge.

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No. 66. Swage with Jointing Rig complete, 5 to 11 gauge.

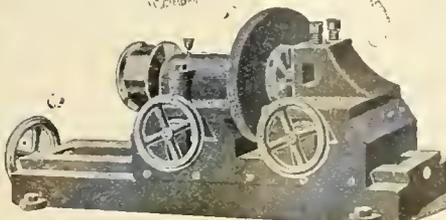
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No. 27. The Bolton Band Wheel Grinder with Tool Attachment, 500 lbs. Sidedresser.



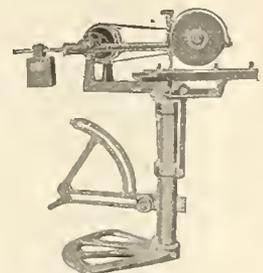
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6 inch Cup Wheel. No water attachment.

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Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

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WRITE US.

We Want to Buy for Cash

WHITE OAK, 1¼ and 1½ inch, 1st and 2nds.

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**THICK PLAIN OAK,
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WE PAY CASH for what we buy and are in the market for
all kinds and grades of HARDWOOD LUMBER
especially WALNUT, at the present time. If you have any
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Vol. XIV.

CHICAGO, SEPTEMBER 6, 1902.

No. 11.

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WE HAVE THE LARGEST AND MOST COMPLETE STOCK IN THE CITY

DON'T OVERLOOK US WHEN IT COMES TO

OAK, ASH, ELM, BIRCH AND BASSWOOD.

CORRESPONDENCE SOLICITED.

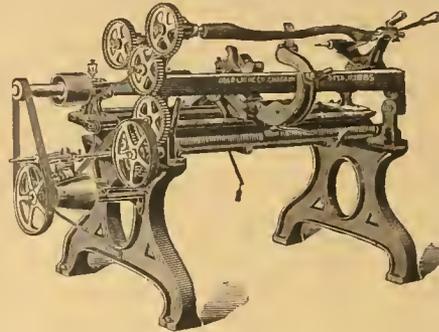
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Lathes for turning Axe, Adze, Pick Sledge, Hammer, Hatchet, Auger, File, Knife, Chisel, Fork, Hoe, Rake, Broom, Ice Hook and Mop Handles, Pike Poles, Whittletrees, Yokes, Spokes, Poreh Spindles, Table Legs, Tent Stakes, Ball Bats, Mallets, Gun Stocks, Etc.

Boring Machines, Automatic Sanders, Chucking Machines, Shapers.

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One car 1 1/4 inch and 1 1/2 inch 1st and 2d plain Red Oak, fair percentage 14 and 16 foot lengths.

Two cars 1-inch common plain Red Oak.

One car 1-inch common quartered White Oak, Tennessee stock will do.

Four cars 1-inch quartered White Oak, two of them to be Arkansas or Mississippi stock.

Give rate to Chicago and Grand Rapids and lowest cash price, less 2% for the same.

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FORT DEARBORN BLDG.
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We can furnish you

OAK, ASH and CYPRESS.

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Quality
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All Lengths and Thicknesses.

Plenty of Dry Stock on hand.
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MANUFACTURERS OF

MAHOGANY AND WALNUT LUMBER

ESTABLISHED 1877

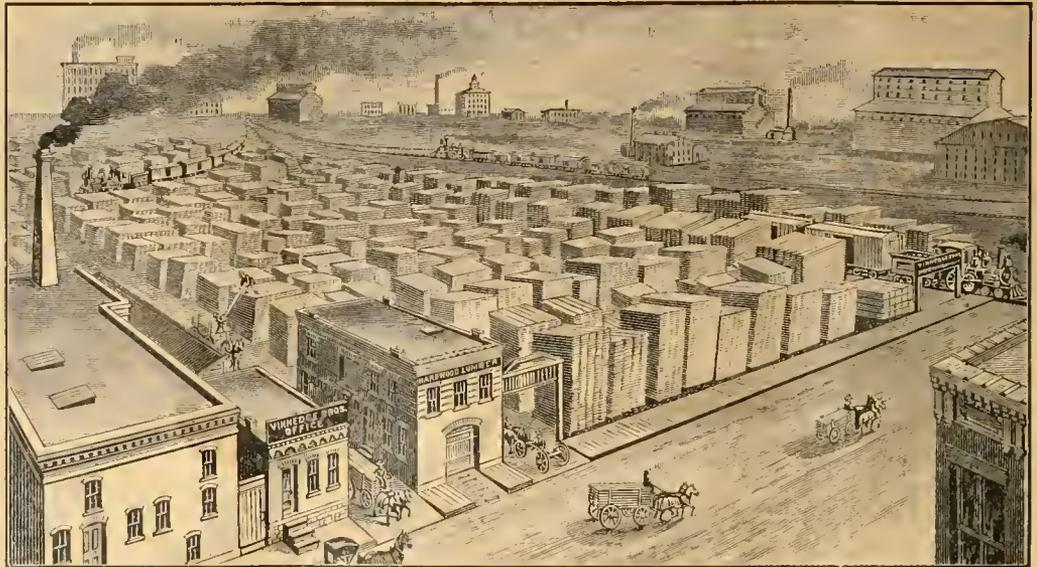
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- WALNUT,
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- ASH,
- CHERRY
- CYPRESS,
- PLAIN RED OAK,
- PLAIN WHITE OAK,
- QUARTERED WHITE OAK,
- MAPLE,
- YELLOW PINE,
- SOFT ELM,
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- BUTTERNUT,
- COTTONWOOD,
- HICKORY AXLES AND
- WHITE OAK WAGON STOCK.



Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

Will send representative to look stock over and negotiate deal if quantity of lumber and offer will justify.

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Did you read what a saw mill did for Wm. H. White in April 5, Hardwood Record? It will do the same for you in Virginia if you buy timber land, cut it, manufacture the lumber and goat the land. The Jeremy Improvement Co. of Saxe, Va., have the land and the Angora goats to sell, and free site for manufacturing the lumber. What they want is the man to start the manufacturing establishment. Labor 45 to 75 cents per day.

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WE BUY FOR CASH AND INSPECT AT MILL.

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WANTED : } CHERRY, OAK, CYPRESS,
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Or anything you have for sale in hardwoods.

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HARDWOOD LUMBER,

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SEND US YOUR STOCK LIST.

HEATH, WITBECK & CO.,

DEALERS
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MILL CUTS
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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FRED W. UPHAM, President.

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Specialties: Red Oak, Basswood, Birch

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FOR SALE:

Indiana Stock.

1 car 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch 1st and 2nd quartered red oak.
 10 cars 1-inch common quartered red oak.
 1 car log run walnut.
 $\frac{1}{2}$ car log run cherry.
 10 cars 1-inch log run gum.
 1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
 1 car 1-inch plain red oak, 1sts and 2nds.
 3 cars 1-inch plain white oak, 1sts and 2nds.
 1 car 1 $\frac{1}{4}$ -inch plain white oak, common.
 2 cars 1 $\frac{1}{2}$ -inch plain white oak, common.

D'Heur & Swain Lumber Co.,
 SEYMOUR, INDIANA.

HAYDEN BROS. LUMBER CO.

22nd AND JEFFERSON STREETS
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WE MAKE A SPECIALTY OF PLAIN AND
 QUARTER SAWED OAKS.

WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
 Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
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WE HAVE ISSUED OUR JULY, 1902, BOOK

It contains over 50,000 names of
 lumber dealers, mills and consumers.

The first special agency to recognize the Hardwood Trade.

Send for our July book. We pay the charges.
 If it is not what you want return it.

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703 Ft. Dearborn Building, Chicago.

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WHOLESALE LUMBER DEALERS**

No. 8 West Court St. MEMPHIS, TENN.

WRITE US WHEN YOU WANT

Oak, Ash, Poplar, Cottonwood and Gum.

BLANTON-THURMAN LUMBER CO.

DEALERS EXCLUSIVELY IN
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ALL THICKNESSES AND GRADES.

PROMPT SHIPMENTS.

SEND US YOUR INQUIRIES,

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J. W. DICKSON, Pres. and Gen'l Mgr.

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The J. W. Dickson Lumber Co.,

MANUFACTURERS,

HARDWOOD LUMBER,

OAK, ASH, GUM AND COTTONWOOD.

THIN STOCK A SPECIALTY.

Lumberman's Standard Code
Cable address: Dickson.

MEMPHIS, TENN.

A Million Feet White Cane Ash
ALL THICKNESSES - DRY.

A Big Lot of Plain Red Oak,

And all other kinds of **Southern Hardwoods**

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SALE.

WRITE US.

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RANDOLPH BUILDING, MEMPHIS, TENN.

PENROD WALNUT CORPORATION

MANUFACTURERS
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BLACK WALNUT LUMBER EXCLUSIVELY.

THIN STOCK A SPECIALTY:

Always on the Market for Good Walnut
Logs.

Ample Stock from 3/8-inch up to 4-inches
thick in all grades.

Annual Capacity, 7,000,000 feet.

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CARS, ROUGH OR DRESSED.

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SOUTHERN HARDWOODS

OFFICE: 280 RANDOLPH BLDG.

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Bell-Thompson Lumber Co.

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MISSISSIPPI.

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Complete Stock of Hemlock. Also a Good Assortment of Pine.
Our Specialties are

HARDWOODS

HAVE A GOOD STOCK OF THE FOLLOWING ON HAND:

1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch plain and red log run Birch.	1, 1 $\frac{1}{4}$, and 2 inch Black and White Ash.
1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch Curly Birch.	1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, and 2 inch Soft and Rock Elm.
2 inch log run Basswood.	1 and 2 inch White Oak.
1 inch Soft Maple	1, 1 $\frac{1}{4}$ and 2 inch Hard Maple.
	1, 1 $\frac{1}{4}$ and 1 $\frac{1}{2}$ inch Birds Eye Maple.

We are headquarters for Basswood products, such as Ceiling, Siding and Mouldings. Also a Fine Grade of Birch, Maple and Oak Flooring, kiln dried, end-matched and bored.

Tenwood Lumber Co.

WAUSAU,
WIS.
MANUFACTURERS.

We Offer Especially

1 Inch End Dried White Basswood.	
1 Inch " " " Birch.	
2 Inch No. 1 Common and Better Basswood.	
1 $\frac{1}{4}$ Inch No. 1 " " " Birch.	
1 $\frac{1}{2}$ Inch No. 1 " " " "	
2 Inch No. 1 " " " "	
1 Inch No. 2 " " " Soft Elm.	
2 Inch No. 2 " " " "	

ALSO OTHER WISCONSIN HARDWOODS.



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St. Louis.

M. H. BOHREER,
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Good Despatch and Low Rates.

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OHIO, PENNSYLVANIA, VIRGINIA AND ALL
EASTERN POINTS.

THE FAVORITE ROUTE FOR LUMBER SHIPMENTS.

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About the Summer Resorts on the

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It is a handsome booklet of forty-eight pages, containing two hundred pictures of the famous Michigan Summer Resorts.

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MARSHFIELD, WIS.

WISCONSIN HARDWOOD AND HEMLOCK LUMBER.

We have the following dry stock for immediate shipment:

Soft Elm 1 to 2-inch thick.
Rock Elm 1 to 3-inch thick.
1 inch Black Ash.
1 inch Birch.
1 inch Wisconsin Red Oak.
1 inch Cull Basswood.

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DAVIDSON-BENEDICT CO., M. F. GREENE,
 Wholesale Manufacturers and Shippers, J. N. HICKS,
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 C. B. BENEDICT.
OAK, POPLAR, ASH, CHESTNUT, WALNUT.

E. STRINGER BOGGESS,
...HARDWOODS...

DOMESTIC. EXPORT.
 Clarksburg, W. Va.

Codes:
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THE HIMMELBERGER-HARRISON LUMBER CO.,
RED GUM.

Morehouse,
 Mo.

RED OAK,
WHITE OAK,
ASH.

Plow Beams and Handles,
 Wagon Felloes and Gearing,
 Car and Bridge Timbers.
 Spokes: Club Turned
 Oak and Hickory.
 Ceiling, Flooring, Etc.

Our Specialty:
RED GUM,
 Air Dried or Kiln
 Dried. All Grades,
 Dressed or Rough.

CYPRESS,
 Choice Export Stock. **SOFT ELM.**
 Bed Slats, Bed Posts,
 Curtain Pole Stock.

\$15

Is all it will cost you to list your stock or your wants in hardwood lumber in this space for three months.

Someone has the very stock you are wanting. Or someone is anxious to sell what you particularly need.

GIVE IT A TRIAL.

SPECIAL OFFERS.

Five cars 1-inch to 4-inch 1sts and 2nds and Rejects Hickory.
 Three cars 1-inch by 2½ to 5½-inch Clear Quartered White Oak Strips.
 Three cars 1-inch by 2½ to 5½-inch Tennessee White Ash Strips.
 Two cars 1¼-inch Common Ash.
 Ten cars 1-inch 1sts and 2nds Poplar.
 Twenty cars 1-inch shipping cull Poplar.

We are eager for inquiries. Write for prices.

LOVE, BOYD & CO.,
 NASHVILLE, TENN.

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 A N D **Nashville**
Railroad,

—THE—
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 —WHERE—
 Farmers, Fruit Growers,
 Stock Raisers, Manufacturers,
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Land and Farms,
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Free sites, financial assistance, and freedom from taxation for the manufacturer.

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Stock raising in the Gulf Coast District will make enormous profits.

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Let us know what you want, and we will tell you where and how to get it—but don't delay, as the country is filling up rapidly.
 Printed matter, maps and all information free. Address.

R. J. WEMYSS,
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We want to make a contract with two or three strictly first-class yellow pine mills to handle their product—strictly up-to-date mills with a capacity of 100,000 to 200,000 feet per day. Any manufacturer who desires to have his product handled in this way, we would be glad to communicate with. Of course it must be based on price that would warrant our taking on the deal.

THE ADVANCE LUMBER CO.,
CLEVELAND, OHIO.



"Our new plant will be in operation about October 1st, 1902. We are now ready to book orders for flooring and mattress frames. Correspondence solicited."

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Elk Rapids, Michigan.

WE HAVE IN STOCK

1, 1 1/4, 1 1/2 and 2 inch No. 2 common and better Black Ash.
1, 1 1/4, 2 and 3 inch No. 2 common and better White Ash.
1 and 1 1/4 inch No. 2 common and better Basswood
1, 1 1/4, 1 1/2 and 2 inch No. 2 common and better Beech.
1, 1 1/4, 1 1/2 and 2 inch No. 2 common and better Birch.
1-inch No. 2 common and better Cherry.
1, 1 1/4, and 2 inch No. 2 common and better Soft Elm.
1, 1 1/2, 2 and 2 1/2 inch No. 2 common and better Rock Elm.
1 1/4 and 1 1/2 inch No. 2 common and better Soft Maple.
1 inch No. 3 common Black Ash.
1 inch No. 3 common Cherry.
1, 1 1/4, 1 1/2, 2 and 4 inch No. 3 common Soft Elm.

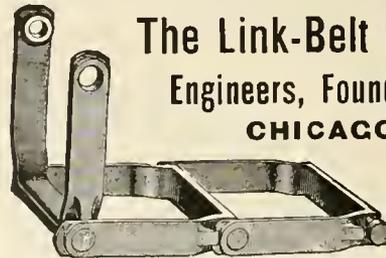
IF YOU ARE IN THE MARKET WRITE US.

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FOR HANDLING

LOGS, SLABS, GENERAL SAW
LUMBER, SAWDUST, MILL OFFAL, Etc.



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DRIER ON EARTH.**

THE NATIONAL DRY KILN CO.
INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
AND CAN DO THE SAME FOR YOU.

REEDSVILLE, WIS., Aug. 23, 1901.

NATIONAL DRY KILN CO., Indianapolis, Ind.

GENTLEMEN:—In regards your Moist Air Drier, I am pleased to state that it does fine work on all kinds of Hardwood, etc., which comes out in first class condition and is the best seasoned stock I have ever seen. I recommend the National Drier to anyone in need of good dry lumber.

No flies on your kiln.

Yours truly,

A. H. RUSCH.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

1118 East Maryland Street, INDIANAPOLIS, IND.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, SEPTEMBER 6, 1902.

No. 11

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

— BY —

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

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Foreign Countries..... 2.00 per year.

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The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25

Contributions on subjects of interest to lumbermen are invited from any person. Subscribers and others are requested to notify us of changes in personnel or organizations of hardwood lumber firms. We desire especially to receive particulars of installation of new plants, transfers of property and timber holdings and experiments in new methods of manufacturing or the utilization of by-products. New publications of interest to the trade, including catalogues, stock lists and circulars will receive attention if sent to this office. Our columns are also available for criticism and comment on any article published or for news of any sort concerning the hardwood trade.

Our readers will confer a favor when writing to advertisers if they will state that they saw the advertisement in the Hardwood Record. This is little trouble and costs nothing, but it helps us and is information wanted by the advertiser.

GENERAL HARDWOOD CONDITIONS.

We scarcely believe there was expectation on the part of anybody that general business conditions would at the end of the summer be as they are. July and August are usually months in which manufacturers in most lines expect to accumulate a surplus against the fall trade. This season very little, if any, gain has been made, new orders having come in about as fast as old orders were filled. In very few lines has any surplus been accumulated. This situation, we believe, holds in the hardwood lumber trade. We believe there is no more hardwood lumber in the country to-day than three months ago.

A large consumer of hardwood lumber expressed surprise last week that so little stock was being offered. "Usually at this season," he said, "I get a good many bargains offered me, and take advantage of the situation to increase my stock. This year there is nothing much doing. I doubt if I have as much lumber on hand as at the beginning of the season. What am I going to do? Must I pay these lumbermen all they want?" We told him we hoped and believed that was his only course; and then asked how his business was.

"Well," he replied, "I can't take an order now and promise delivery in less than 60 days. I am getting orders, however, right along, for that is about as soon as anyone in my line can promise delivery."

Iron and steel from Great Britain is being delivered in Chicago and other American markets to-day. The demand is so strong and the foundries are so far behind with orders that prices have advanced to a point where the European product can be sold at a profit, under the shadow of the plant of the Illinois Steel Company, after paying freight and tariff charges. Such a condition has not existed in this country in many years.

The conditions prevailing in the steel trade prevails, to a greater or less extent, in almost all lines of business. The progress in prosperity which has been made in the last five years, in this country, is tremendous. It was only six years ago that Bryan's first free silver campaign was raging so furiously, and all business was at a standstill.

The improvement is largely due to the great prosperity of the farmers, resulting from heavy crops and high prices. The farmers have been getting rich in the past few years, and there is an immense internal development going forward all over

the country. The last two elections have also settled the free silver and other wild-cat financial propositions and established the single gold standard—and that helps. The people have the money and are not afraid to invest it; and they are investing it.

There will come a change from present conditions after a while, of course, but with a "bumper" corn crop in sight and with no political or financial disturbance in prospect, we feel safe in saying that in all probability there will be no abatement in our present prosperity for another six months at least. Something may arise to set the bells jangling out of tune, of course, but it is not likely; and we believe our readers may safely make calculations for the next six months based on present conditions.

There is not a burdensome supply of hardwood lumber of any kind that we can learn of anywhere in the country. As to what prices will do we make no prediction beyond the statement that they certainly will not go any lower. There is no lumber in the country in sufficient quantities to break the market, nor can it be produced short of another year. Something may occur to impair the demand; but if demand holds as it is we can safely promise that there will be no surplus of hardwoods during the next twelve months. One thing which strikes us is that a hardwood lumberman having a stock of hardwood lumber of any kind, if it be nothing but elm or gum, should put a good stiff price on it and hold for further orders.

This is the logging season down in the Delta country, but from the best information obtainable nothing extraordinary is being accomplished. The import of logs in that locality cannot be increased with the same facility it can in the North, and the high price of fuel and strong demand for labor in other lines is handicapping the loggers of that section this season, and nothing more than an average crop of logs will probably be obtained. Through the northern section of the oak producing territory the manufacturers are doing all they can, but are making but little, if any, gain in the amount of stock on hand. Popular is as it has been for some time past, in strong demand and scant supply. Manufacturers of cottonwood are in a stronger position than they have ever been and those among the southern manufacturers who are so situated as to be able to manufacture gum lumber are finding

a ready market for their product at remunerative prices.

In northern hardwoods the situation is about all that could be desired. In maple there is very little in the hands of the producers other than mill culls, and they are getting scarce. We know of dealers in Chicago who had stock they had carried on their yards until it was looking pretty bad, and who have cleaned it out in the past few weeks at a good price. Basswood is so scarce as to be practically out of the market.

Birch and elm are in easier supply, but nothing excessive.

Taken all around, the hardwood situation is very favorable. And yet salesmen run into places around Chicago where lumber is being sold very low.

THE MANUFACTURE OF GUM LUMBER.

This is an excellent time for the hardwood manufacturers to turn their attention seriously to the manufacture of gum lumber. This branch of the lumber trade has now passed the experimental stage. It has been amply demonstrated that gum timber can be made into an excellent quality of lumber, suitable for a number of uses, and the present, when there is a strong demand for some kind of cheap, serviceable lumber, is an excellent opportunity to get gum well introduced. Once it is well introduced, and the trade has learned how to handle it to produce the best results, it can be depended on to hold its own.

For gum lumber, well made and properly cared for, is a product that will grow in favor. It is a most excellent and serviceable lumber, for which there is at present a good market. We know that there are saw mill men who will disagree with us and cite their own experience to prove that gum cannot profitably be made into lumber; but the hundreds of carloads of this stock being received into Chicago every month, in the very best condition, is abundant answer to their arguments.

The lumber consuming trade is pretty hard up just at present for a cheap kind of lumber which is of better quality than mill culls. Cottonwood used to be a cheap lumber, so did basswood, maple, elm, etc., each in its turn; but they are not cheap any longer; not cheap enough, at least, except in the low grades, and the low grades don't answer. What is wanted is a low-priced lumber, reasonably free from knots, shakes, splits, etc., to be used for boxing, crating, molding, etc., and gum which has been properly manufactured and properly dried answers every requirement.

We do not claim to be an authority upon the matter, but we do know that there are a number of manufacturers who are handling gum so as to produce excellent results; and if you have failed in the matter the fault is probably with your-

self and your lack of experience, rather than with gum itself. We know of one manufacturer who has secured such excellent results that he is selling his product along the Mississippi above St. Louis as "hickory poplar," and getting a very good price for it, indeed. At least, his competitors accuse him of so doing, and he doesn't deny it. As to whether he should do this is a moral question we will leave to his conscience to answer, feeling pretty certain it will not bother him so long as he isn't found out.

In trying to learn something regarding the manufacture of gum from those who appear to know how to do it, we are met with the difficulty that they seem reluctant to part with information they have been long in collecting. A good many have been experimenting for a number of years and seem inclined to allow their fellow lumbermen to obtain their information by the same slow but sure and practical method.

This seems a rather narrow view to take, but it is conceded that a man has a right to be narrow if he can make money at it. In this case, however, it seems that he is standing in his own light. If all the gum lumber which is put on the market was well manufactured and properly handled it would be better for all concerned; and the price of gum lumber would advance much more rapidly than it will under present circumstances. One carload of warped, twisted, split, stained and generally disreputable gum lumber will, when sent to a central market, do the cause more injury than a hundred good carloads can repair. Such a carload is almost certain to be refused by the consignee, and a salesman will peddle it all around and finally will practically give it away; and the man who gets it, even as a gift, and has to work it up, will be so sore about it he will probably do extreme bodily harm to the next man who even suggests gum to him.

There is a difference in the characteristics of gum timber in different sections of the country, and as in the case of cottonwood, the difference is all in favor of the gum of the southern country. The gum which grows north of the Ohio River is not of as great value as that south of the river; and even in the best gum sections a log man who knows his business will frequently reject what, to the uninitiated, appears a pretty good log. A good log man, experienced in the gum business, can, however, in a good gum country, select logs which will make as good and tractable lumber as one could wish.

If you have experimented with gum you have probably been pained by the tendency of the boards to split at the ends in drying. A friend of ours who has been experimenting with gum lumber for a number of years had observed this tendency and that it was much more marked in the bottom courses. When the boards

shrunk the weight of the high piles was so great that the boards could not draw together, because of being held so firmly in place. Hence, they were compelled to split. Above a certain height there was no splitting, so our friend disposed of that difficulty by only building his gum piles half as high as the ordinary piles.

The gentleman who is making hay in the golden sunshine by selling his "tupelo" for hickory poplar, tells us that he had to spend several years experimenting before he reached his present eminence in the poplar trade. He at first cut and put his green logs into the river to be floated to his mill. He soon found that this system, while all right in theory, was impracticable, because the logs would sink as soon as they were put in the water. He now girdles his gum trees and leaves them stand for six months or longer. After being thus treated they will not sink when put in the water, but will float easily and rapidly to the mill. He also states that lumber made from such logs is much less apt to split or warp in drying.

As before stated, we are not prepared to give extensive and detailed information regarding the best methods to employ in manufacturing gum lumber. We have never made any gum lumber in our life, but we know it is being successfully manufactured and placed upon the market, and that there is an excellent demand for it, and if some manufacturer who has solved the problem would contribute an article to the Record upon the subject, it would be highly appreciated; and it will certainly repay our readers to give the matter serious consideration.

Gum is a coming wood. It is abundant and accessible; it has been abundantly demonstrated that, properly handled, it makes excellent lumber, for which there is a good and growing demand; and our readers ought to be making some money out of it.

THE COAL STRIKE.

The strike in the anthracite coal region, while less spectacular than the Homestead strike, the Pullman strike and some others, is, we believe, fraught with graver issues than any which has occurred in this country. The obstinacy and tenacity of the contending parties, the reckless defiance of public opinion and the indifference to the public necessities are bringing the conviction home to the people as never before, that some measure which will terminate strikes of this character must be evolved and put in effect.

From the beginning the miners have offered to submit their case to arbitration. The mine owners have taken the position that they have nothing to arbitrate, and we do not believe that the public will sustain them in that position. Their business is one of such importance to the public that the public has rights in the matter which should be considered. Already many in-

dustries to which anthracite coal is indispensable are crippled, and unless the strike is settled very soon, the whole country will be put to much loss and inconvenience.

The president of the coal trust is out in a statement, which bears marks of truth and sincerity, in which he states that if the demands of the strikers be acceded to the anthracite mines cannot be operated with profit, that the miners are now getting as good wages as such class of labor in any line of business; that if wages are increased the price of anthracite coal will have to be advanced, thus driving the people to use bituminous coal and causing loss of customers to the anthracite mines, and consequent loss of employment to the miners; that the stockholders of the railroads which operate the mines have received no dividends for a number of years; that the books of his company will sustain all his statements.

If those things be true, and they well may be, the board of arbitration would certainly uphold the mine owners and decide against the strikers, and we cannot see why the owners should object to submitting to arbitration, except to sustain the principle that the capitalist has the right to control his business absolutely, and that to grant the principle of arbitration is to surrender a valuable prerogative.

It is not our province to discuss that phase of the question, but the right of labor to have its differences with capital submitted to arbitration has come to be generally conceded.

A difference recently arose between the Union Traction Company, controlling most of the surface street car lines of Chicago, and its employes. The company offered to submit its case to a board of arbitration, but the employes refused and voted to strike unless their demands were acceded to. But the president and executive committee of the National Association of Street Railway Employes promptly notified the Chicago union that if they did not submit to arbitration their charters would be revoked and they need expect no support from the national body. Whereupon the Chicago unions reconsidered their action and submitted to arbitration, with the prospect that the employes will be sustained.

The plan of arbitrating differences between employers and employes has been generally adopted, but if the coal operators are strong enough to get along without it that is their business. All the public asks is that the mines be operated and the product be put into the channels of trade. They could do that, the owners say, if the state would furnish troops to protect them from the strikers. But public sentiment will not support such measures and public sentiment must be concurred with.

What the public demands is that the mines be operated, if not for the good of the owners or employes, then for the good of the public. If the owners can do this

without arbitration all right, if not then arbitrate.

OUR PRESIDENT.

The country was very much startled last Wednesday to hear that President Roosevelt had been very near death—that he had been in an accident where two members of the party had been killed and that he was considerably injured. Happily that news was accompanied by the assurance that while considerably bruised and shaken his injuries were not serious.

The accident was serious enough, however, to bring the people to a realizing sense of how greatly they need a man of the President's character at this stage of our country's history.

When Mr. Roosevelt was called upon to take the high and responsible position made vacant by the assassination of President McKinley, the Record expressed the hope and belief that he would settle to the task in a manner to please the American people, and so far we believe the American people are well pleased with him.

It is doubtful whether they would have elected him to the presidency in the regular order of things, for the reason that his career had been more or less erratic. Not that he had ever been guilty of anything wrong or questionable, but because of an apparent inclination to do unusual and surprising things. The American people have always, in the matter of electing presidents, been extremely conservative. Brilliant and erratic men have always been passed by in favor of "safe" men, and even a certain amount of dullness appears to have found favor, most of our presidents having been men of very ordinary mental caliber. They seem to have preferred for their chief executive men who had lived well regulated, straightforward, colorless lives and whose mental processes were direct, simple and easily understood.

With only a few exceptions our great men have not been chosen presidents. Some of them developed unexpected qualities after their election, but, as a rule, they have been of a plain and humdrum pattern. Certainly we have never had a president at all resembling Theodore Roosevelt. He is a new species, but the people are taking to him very kindly.

For the past two weeks Mr. Roosevelt has been making some speeches throughout New England, covering a wide range of topics, from the Monroe Doctrine and the trust question, to the everyday life of the ordinary citizen; and the people like his speeches. They are full of earnestness, honesty, courage and homely common sense, which makes them ring true and which warms the hearts of the people.

There is implanted in the breast of every man an instinct which enables him to distinguish between the false and the true, and that instinct approves of our president. We know that his speeches come from his heart and they strike a chord with which

the hearts of his countrymen are in tune. Here is a man, they say, who understands; and we can trust him.

The old issues are done away with. There will never be another presidential campaign fought upon the tariff question or the silver question; but new and grave issues are arising, and it is well for the country that we have a new man as resolute, fearless, honest, sensible and optimistic as our president to lead us against them.

Our president rings true and the people are pleased with him. May he live long.

THE UNITED STATES OF EUROPE.

The "United States of Europe" is suggested by a German professor of political economy as a defensive measure against the United States of America, and has more merit than a good many suggestions along that line. Europe is a very small continent and it is hampered at present much as this country would be if the iron fields of Minnesota were separated by a tariff wall from the coal fields of Illinois, and as if the great manufacturing section of the East from the agricultural districts of the West. So long as Europe holds to those old divisions of territory, in violation of all economic principles, so long the United States of North America have little fear that they will not be able to hold their own in commercial and industrial warfare.

Europe is sadly hampered in other ways also. Each of its small and unnecessary divisions has its separate, cumbersome and expensive government to maintain, with its kings, dukes, palaces and other useless bric-a-brac held over from former ages and different conditions.

Then each nation is so jealous and suspicious of its neighbors that it maintains an expensive army and navy. Nearly every man in Europe is a trained soldier, having given up several of the best years of his life to drill. This is all a foolish and expensive system, which competition will eventually force Europe to abandon, but the people of Europe are so bound by prejudice and ignorance that it will be long before they are starved into taking a sane view of things. In the meantime this country should continue to prosper.

The whole system and theory of government on the continent of Europe is antiquated and terribly expensive to operate, and such a condition is a handicap to the people of Europe in industrial rivalry, just as an equipment of antiquated machinery is to a factory. In their own interests they should get rid of it all. There may have been times in the middle ages when it was necessary that the king of France should go to war with the king of Germany, but there is no reason now why the educated and enlightened people of France should go to war with the enlightened people of Germany. And if both countries would dispense with their armies and devote the time now given to training

soldiers to training mechanics. But they won't do it—not for a long time, at least.

The people of America are accustomed to talk in a big way of the superiority of the American, but if the people of Europe could be brought to a point where they would reorganize their government on an economical business basis, dispense with their expensive armaments, tear down their tariff walls and get down to business, they could make it interesting. Our safety lies in the fact that they won't do it now, and that it will take another century or so of suffering and enlightenment to bring them to a point where they will. Unless another Napoleon should arise and meet with greater success.

THE FORESTRY MEETING.

At the midsummer meeting of the American Forestry Association, held at Lansing, Mich., August 27 and 28, the principles of the association were fully treated in several papers that were read before the convention. As was natural, the papers in a great measure treated of the forestry subject as it related to the State of Michigan.

The "Forest Fire Problem" was discussed by Mr. H. B. Ayres of the U. S. Bureau of Forestry.

The "Jack Pine Plains of Michigan," by Professor Roth of the General Land Office, was an interesting discussion of the important function of the jack pine in covering up and restoring the waste lands and sand plains of the lake states area. He described the barrenness and desolation of the land found to be too poor for agriculture and abandoned by the farmer, who waits for the forest to heal up the many scars he has inflicted on the land. "Fortunately for the lake states," said Professor Roth, "there is a climate and there is a tree which make this possible, and which in time will heal and cover up the dreariest sands. This tree is the pretty jack pine, that frugal scrub among the stately race of northern evergreens. A fertile seeder, with long, closed, resistant cones, a rapid grower, with abundance of crown and foliage, this tree spreads over those barren lands, whether abandoned by other forest trees, ruined by fire or left to waste by the farmer." The peculiarities of the species were described and its usefulness shown in furnishing a substitute for Norway and white pine, while preparing the way for the return of better species, securing the land against impoverishment and protecting it when reclaimed.

The "Management of Michigan Hardwood Forests" was discussed by Mr. Walter C. Winchester of Grand Rapids, Mich. Mr. Winchester's view of the forests of Michigan was that of the practical lumberman. He described the conditions at present existing and reviewed the operations of the lumber industries. "The lumberman buying timberlands to-day," said Mr. Winchester, "is naturally not in sympathy with the principles of forestry." All the prod-

ucts of the forest are utilized; even the ferns growing in the timber are picked and sold in the Chicago market to florists. In Mr. Winchester's view, the taxes on timberlands are very high, and some remedy must be found in the way of a rebate of taxes to persons who are willing to hold their lands after cutting off the mature timber. In his opinion, the undergrowth which springs up very rapidly on hemlock and cedar lands will keep the ground from drying out. The protection of trees of fifty years' growth and under is necessary to preserve large areas of hardwood lands for a new crop. The enactment of taxation laws was urged with this object in view, which would make it a business proposition.

EDITORIAL NOTES.

We have read that Ajax at one time defied the lightning, and can conceive that a man might work himself up to a pitch where, in a moment of excitement, he would do such a thing, but we cannot believe that the coal trust will deliberately compel the editors of this country to pay \$10 a ton for their winter's coal.

And now Jerry Simpson, the erstwhile sockless statesman of Kansas, is a lumberman, he having formed a company for the wholesaling of lumber in Oklahoma. Associated with him is J. C. Callahan, who was formerly a populist congressman from Oklahoma. It is understood that since the great prosperity has come to Kansas and Oklahoma, both of the gentlemen are wearing socks and changing them regularly.

The Trans-Mississippi Commercial Congress, at its recent convention, elected John H. Kirby, the well-known Texas lumberman, president. Mr. Kirby was not present at the convention, so that his selection for the position from among all the great men of that great section of the country was doubly a compliment. Mr. Kirby is coming to the front rapidly, and great as has been his achievements in the past, we expect more of him in the future. Even the lumberman who does not know Mr. Kirby or has never heard of him, if there is such a lumberman, must feel that the trade has been honored by the selection of a lumberman as president of this august body, one of the most powerful commercial organizations in the world.

There has recently been organized in San Francisco a strong company to promote commerce between this country and China. The incorporators are among the greatest financiers and business men of the Pacific slope and have associated with them Ho Yow, a well-known Chinese capitalist.

These prominent men have banded themselves together for the avowed purpose of promoting the commercial relations of the two countries and of exploiting the products of each in the other. The capital stock

of the company has been fixed at \$1,000,000 gold, of which \$125,000 has been subscribed, each of the nine incorporators subscribing for \$15,000 of the stock.

The professed purpose of the Chinese-American Commercial Company is to develop business and trade between the two nations. The company will establish commercial museums for the exhibition of American manufactures and products all over China, and will do the same in the United States for Chinese products. It will deal directly with the consumer on behalf of the manufacturer, thereby dispensing with all unnecessary brokers and other agents. It is hoped in this way to obviate the necessity of each manufacturer and producer maintaining at great expense an individual agent.

Consul-General Ho Yow announces that he will temporarily resign from the Chinese consular service for the purpose of managing the affairs of the company at the start, and in this he will be assisted by a competent staff of American and Chinese clerks and salesmen. He already has his furlough papers from the Chinese Government, and expects to leave this city about the first of the coming month.

Ho Yow will go to China and remain there for the present, with a view of doing everything possible to secure and foster the introduction of American goods throughout the empire. The company will be alive to all contracts which may be let in China for railroads, shipbuilding, mining, water works, telephone systems and the like. The market will be opened and developed likewise for machinery, lumber and implements of all kinds.

This is an enterprise in which it would seem the lumbermen of the Pacific Coast would take an active interest.

The Moffett-Bowman Lumber Company of Madison, Ind., recently secured, at a purchase price of \$7,450, one of the finest tracts of oak and poplar timber in the state. It is known as the Bayliss property, and lies within six miles of Madison. They will begin logging operations at once, and in view of the great amount of work this one lot will give, and to be prepared for future emergencies, the company indicate their purpose of taking out their circular mill and erecting in its stead a modern, up-to-date band mill and other equipment necessary for the correct and rapid manufacture of the timber.

REMOVAL NOTICE.

On September 1 we will move from 706 Security building, to our new office and yard, 3130 Hall street (the old Joy Hay warehouse property), where we invite you to call on us. We have there the best located and arranged yard in the city, 100,000 square feet, and private tracks through the entire yard, enabling us to handle lumber quickly and cheaply.

PLUMMER-BENEDICT LUMBER CO.,
St. Louis Mo.

The Man About Town.

BY C. D. STRODE.

HISTORY OF THE CHICAGO HARDWOOD LUMBER EXCHANGE.

(CONCLUDED.)

It was with considerable reluctance that the hardwood lumbermen of the old Chicago Lumbermen's Association withdrew from that body. They knew they had a serious undertaking before them. There had never been a distinctly hardwood organization in Chicago, and the hardwood men were, as a rule, not versed in association work. After thoroughly considering the matter, however, they drew up the following:

Whereas, Believing that the interests of the hardwood trade of the Chicago market can be more fully advanced by a separate and distinct organization within itself, and

Whereas, Although we appreciate the advantage to be gained by being, as we are, pleasantly associated with the white pine branch of the trade, under the lead of the Lumbermen's Association of Chicago, yet, seeing, as we do, the growing tendency toward direct competition between us, we feel that a dissolution of the pine and hardwood interests is necessary. Therefore, be it

Resolved, That we, the hardwood branch of the Lumbermen's Association of Chicago, sever our connection with that organization and form an organization of our own, to be known as the Chicago Hardwood Lumber Exchange; and be it further

Resolved, That we advise the Lumbermen's association of our intention before the ending of the present fiscal year; and be it further

Resolved, That we, the undersigned, do hereby agree to support, foster and protect the Chicago Hardwood Lumber Exchange, with offices, chief inspector and other factors necessary to meet the demands of the hardwood lumber trade of Chicago, which this exchange represents, in accordance with the by-laws and charter, which shall be provided by a representative committee, to be elected at a joint meeting of the hardwood trade.

The result was that nearly every hardwood lumberman to whom the paper was presented signed it, and when, on May 3, 1896, the Lumbermen's association met at the association rooms, in its regular annual meeting, Messrs. H. S. Hayden, E. F. Dodge and M. A. Vinnedge were present and presented the resolution.

In presenting the resolution, Mr. Dodge, chairman of the hardwood committee, stated that, while he entertained the kindest feeling to the old Lumbermen's association, of which he and his father had been members for so many years, he felt that the interests of the hardwood trade, of which he was a member, could be better advanced by a separate organization, and for that reason he was withdrawing, and for no other.

Mr. Paltzer, one of the prominent white pine members of the association, said that

while he regretted that the hardwood interests should feel it necessary to withdraw, yet, feeling as they did about it, he saw nothing for it but to accept the resignations of those whose names were signed to the paper; and while he did it with regret, he moved the resignations be accepted.

Before the question was put to a vote, Mr. D. S. Pate, one of the finest men in the lumber trade, and one who, though a pine dealer, had at that time and still has the sincere and thorough regard and esteem of the hardwood trade, said he would like to be certain that the reasons for withdrawal set forth in the resolution were the real and only reasons of the hardwood lumbermen for withdrawing. He said he felt and feared there were other and more serious reasons, and he would like to hear from others.

This brought Mr. H. S. Hayden to his feet, and he assured Mr. Pate and the other gentlemen present that all the reasons for withdrawal were contained within the resolution. M. A. Vinnedge made the same statement, and there was nothing left to do except to accept the resignations.

It is all over and done now, and forgotten. I had forgotten about the matters set forth above until I found the report in the old files of the Record, but there were other reasons, as Mr. Pate feared, and as almost everyone present knew, reasons of which the hardwood lumbermen could not speak. The white pine men knew what they were and might have brought the matters up, but the hardwood men could not.

It is all over and forgotten now, however, and the Chicago Hardwood Lumber Exchange is the peer of the Lumbermen's Association, or any other lumber organization in the United States, in power, standing and influence; so let it go.

* * *

On the evening of March 4, 1896, a called meeting of the hardwood trade was held at the Sherman House, and H. S. Hayden was elected president; R. T. Witbeck, vice-president; I. Witkowski, secretary, and M. A. Vinnedge, treasurer. Directors: Max Sondheimer, A. R. Vinnedge, Geo. Stoneman and E. F. Dodge, and the Exchange was ready for business.

The Chicago Hardwood Lumber Exchange started on its career with a pretty heavy handicap. All the lumber papers of Chicago, with the exception of the Hardwood Record, were opposed to it, with Defebaugh's paper, the Timberman, making active, bitter war upon it; and under such circumstances it is not to be wondered at that it got no support from the

trade at large. If the old Chicago lumber papers would not say anything in favor of the Chicago Hardwood Lumber Exchange, how could the trade papers outside of Chicago be expected to say anything, or the outside trade be brought to have any confidence in its efforts to better conditions?

Another thing was that the attitude of the lumber papers of Chicago kept the Chicago trade divided. I know that the lumbermen of other markets will not understand how the lumber papers of Chicago could have such a commanding influence. They look upon the papers of their own markets, conducted decently and soberly, occupying their proper position in the trade, and they are inclined to doubt the statements that the Chicago newspapers had established a reign of terror in Chicago at that time; that Defebaugh would come into a meeting of the lumber trade and dictate this and that; but you may take my word for it that it was so. And for that reason the Chicago Hardwood Lumber Exchange passed a rule at the outset excluding newspapers from its meetings.

As before stated, the attitude of the lumber papers kept the hardwood trade divided. All had withdrawn from the old association but a few, but under the fostering care of the Timberman the inspection of the Lumbermen's Association was maintained, and the Timberman even faced about and said some good words for it. It was maintained, not because the hardwood trade remaining in the old association wanted it maintained, or wanted to use it, nor because the white pine trade had any interest in it. It was, it seems to me, maintained chiefly because Defebaugh wanted it and thought it would annoy and retard the new exchange.

The position of the Timberman in fostering and advocating the old system of inspection was so ridiculous, however, and the new Exchange was so evidently the party of progress, that after keeping the matter alive for a number of months, the old association abandoned its hardwood inspection and turned it all over to the exchange—a thing it might well have done with more courtesy at the beginning.

* * *

Besides being handicapped by the opposition of the trade papers and the lack of sympathy on the part of the trade at large in the work they had undertaken, the Exchange had, as I thought and still think, unwisely burdened itself with a heavy expense. As the inspection was arranged, it had to have a chief inspector and he had to have a salary. They had abandoned the fee system and didn't intend to

return to it. Under their system the deputy inspectors did some exchange work, but it brought no revenue to the Exchange. The chief inspector got an occasional car of inspection, but not enough to amount to anything, and the salary was practically a dead weight upon the Exchange. It was anticipated that this would be so at first, but it was expected when the arrangement was first made that in a short time the office of chief inspector would become self-sustaining.

They also employed a clerk of the Exchange, which, as it turned out, they had no use for at all. I think they all, as I did, underestimated the seriousness and magnitude of their undertaking. They realized the necessity of establishing better methods, they were thoroughly honest and sincere in their intent to establish such conditions, and believed the trade would come to their support. But the trade, and almost entirely because of the influence of the Chicago lumber papers, held off for over two years, and all that time the burden of maintaining the exchange was borne by a very few. The membership fee was \$60 a year, and outside of four or five members that was all that was asked. Whenever the deficit grew so large as to be unwieldy those four or five met and made it up out of their own pockets. It is not necessary to name them now.

The first quarters of the Exchange were at the corner of La Salle and Randolph streets. This was a very bad choice of a location, the quarters selected being too large and expensive, and too far from the business center. Then, to clinch the matter, the committee signed a two years' lease. So the Exchange started joyfully on its way with a fixed expense of slightly over \$3,000 and a revenue assured of about half that amount.

Criticism of anything that comes out all right doesn't usually carry much weight. And the Chicago Hardwood Lumber Exchange has most emphatically come out all right. It is recognized now as one of the best lumber organizations in the United States, one of the best conducted, most liberal and most progressive; it is well housed in one of the best office buildings in the city; its membership has increased until its dues have been reduced to \$30 a year, with a prospect of a further reduction because of a large and increasing surplus; but it is my belief that nothing was gained by the bluff of the first two years. For it was nothing but a bluff.

But the hardwood contingent had withdrawn from the old association in so public and impressive a manner as to attract particular attention to themselves and their organization, and they did not want to make a showing that their enemies could poke fun at. I believe, though, that if they had started more modestly they would have accomplished just as much

and with less effort and expense. I believe it is better to play right down to your hand in such matters. It must be remembered, also, that those two years were two of the leanest of the lean years which followed the panic of 1893, and the burden bore pretty heavily upon the boys; but they never flinched.

It was during the first of this period, or early in 1896, that the meeting with the Wisconsin association and the Minneapolis association for the purpose of conferring on inspection rules was held, and that the Exchange presented its first revision of the old association rules. The Marshfield meeting was, as we know, a failure so far as immediate results went, and while an immense amount of work was put upon the revision of the Chicago rules, most of it was directed to an effort to secure a better definition of the grades, rather than toward modifying the grades. Still, they constituted a great improvement, and furnished the model in form and construction upon which the National rules are based.

* * *

The old Chicago rules had been vague and capable of almost any kind of an interpretation.

Take, for instance, the old rule on oak: "Firsts and seconds must be six inches and over wide. At eight inches one and at ten inches two standard knots may be allowed. An allowance for more defects of this character may be allowed in proportion to increased width."

Such a rule left everything in the hands of the inspector. On a technical application of the rules, no defects of any kind would be admitted to the grade of firsts and seconds except sound knots $1\frac{1}{4}$ inches in diameter. For splits, wane, sap or any other defects, the board could be put into the common. Everyone knows how scarce absolutely sound knots are, so that, under a technical application of the rules, the grade of firsts and seconds was practically a grade of clear lumber, six inches and over wide.

The new rule on the same grade of oak read:

"Standard defects in oak are as follows:

"One sound knot $1\frac{1}{4}$ inches in diameter.

"Two small sound knots, equal in extent and damage to one $1\frac{1}{4}$ -inch knot.

"Two inches of bright sap.

"One straight split not exceeding in length the width of the piece.

"One inch of wane not exceeding three feet in length on one edge of the board.

"One worm or grub hole.

"Firsts shall be 8 inches or over wide, 12, 14 and 16 feet long, and free from all defects.

"Seconds shall be six inches and over wide, 10, 12, 14 and 16 feet long; 7 and 8 inch pieces must be clear; 8 and 9 inch pieces may have one standard defect; 10, 11 and 12 inch pieces may have two stand-

ard defects; pieces over 12 inches wide may have three standard defects."

That was certainly a great advance. The new rules recognized sap, wane and worm holes as standard defects, admissible into the grade of firsts and seconds.

A little later another change was made providing that the standard knot might be either sound or unsound and admitting a standard defect in firsts, 10 inches and over wide. With those changes made the Chicago rules of inspection were the best and most liberal lot of inspection rules in force on any market. Those rules were adopted, practically without change, by the National association on its organization, and continued in force until the Indiana people got after them a year ago last May.

* * *

On March 2, 1897, the Exchange held its first annual meeting. Mr. H. S. Hayden was re-elected president, with all the old officers except Mr. Witkowski, who declined.

By that time things had begun to loosen up a trifle and the current seemed to be coming toward the Exchange, to some extent. Quite a number of strong outside firms had taken out "non-resident" membership, and while the revenue derived from them at \$10 a year amounted to but little, their moral support was very valuable. Among these concerns were the Delta Coperaage Company, Philipp, Miss.; Cottonwood Lumber Company, New Madrid, Mo.; Davis & Starr Lumber Company, Eau Claire, Wis.; Barnaby Bros., Greencastle, Ind.; E. M. Hackett, Livermore, Ky., and others. Litcher & Moore of Litcher, Ia., and A. B. Niekey & Sons of Princeton, Ind., having representatives in Chicago, took resident membership and each was given representation upon the board of managers; Litcher & Moore by H. A. Gerhardt and A. B. Niekey & Sons by E. S. Pierce.

After a careful review of the situation at this meeting the members felt encouraged and strengthened. The work of the inspection department was increasing, the clerk had been replaced by a telephone boy, and expenses were more nearly in line with receipts. They had another year's lease on their big, unhandy and expensive quarters, however, and knew that the coming year would be a burden.

During that year not much happened. It was a year of silent growth for the Exchange. The Hardwood Record was hammering away, gaining in strength and influence in the hardwood trade, and as it gained the Timberman lost. It was evident at the start that nothing could be done toward organizing the hardwood trade until the influence of Defebaugh was broken; until those who feared him were reassured and those who respected and believed in him were shown the man in his true colors. And while I did most of the work myself I cannot look back upon

the old files of the Record without admiration for the way in which it set about that task. It had the entire lumber trade of the country laughing at Defebaugh and Judson, at their littleness, hypocrisy and insincerity, and having thus dispersed its enemies it instilled into the mind of the trade the necessity for organization; the necessity for the trade to get together and eradicate some of the evil practices. The good which the Hardwood Record did at that critical stage cannot be overestimated and should not be forgotten.

* * *

Things progressed so favorably the second year that at the second annual meeting of the association the battle was looked upon as won.

The Exchange had removed its headquarters from 161 Randolph street to the Bedford building, corner of Dearborn and Adams streets, to smaller, cheaper but 100 per cent better quarters, and by cutting down expenses in various ways, together with an increase of revenues from enlarged membership, and increased revenue from other sources, the Exchange was at last upon a paying basis; and that gallant little coterie of members that had carried the movement to a triumphant conclusion could breathe freely and congratulate one another.

At this meeting Mr. H. S. Hayden laid down the burden of the presidency and was succeeded by Mr. R. T. Witbeck, of Heath, Witbeck & Co., and Mr. Stark was succeeded by Theodore Fathauer in the office of secretary. L. B. Lesh was elected vice-president and A. R. Vinnege, treasurer.

The board of managers consisted of F. W. Upham, H. S. Hayden, Max Sondheimer, H. S. Gerhardt, J. M. Schoen and S. W. Benbow.

At this meeting Mr. Hayden read communications from the lumber exchanges of Cairo and Minneapolis relative to a meeting to confer upon the matter of uniformity of inspection. The matter was referred to a committee composed of Max Sondheimer, Fred W. Upham and Theodore Fathauer, with instructions to call a meeting.

* * *

I am dwelling upon this meeting for the reason that it was there that the Exchange emerged from the difficulties which had beset it and became a pronounced success.

When, a month later, the call for a conference on the rule question resulted in the organization of the National Hardwood Lumber Association, and proved so unexpectedly successful, the future of the Hardwood Exchange of Chicago was assured.

Mr. Witbeck was elected president in 1898 and re-elected, with all the officers as above stated, in 1899 and 1900. During that period the National association had been organized and put upon its feet, and

the work of organizing the hardwood trade was pretty nearly completed. Following the organization of the Chicago market, Cincinnati and Memphis, Indiana and Michigan had organized, and these associations, taken in connection with the organizations of St. Louis, Cairo, Minneapolis and Wisconsin, and the National association uniting all, put the hardwood trade in good shape so far as organization was concerned.

Hard times had also drawn her raiment about her bony legs and gone her way. Business was good, lumbermen were prospering, the Hardwood Exchange had succeeded in all its undertakings, and it seemed to the old management that they had served their time and should step aside and give the new blood a show.

The dues had been reduced by the end of Mr. Witbeck's second term to \$30 a year, and a large gain in membership had resulted. A number of young men who had had no part in the past work of the Exchange were members and the old management decided it best to step down and out.

And to my mind this was a wise decision. I don't care how honest, earnest or efficient those at the head of such an organization may be, the time comes when a change is popular. The members are certain that there are others just as honest, earnest and capable, and want them to have a show.

Another thing is that in the course of a term or two, an executive officer gives an association all he can give it. His originality becomes exhausted and a change is refreshing. For a secretary or officer who merely does clerical work a change is not to be desired; but the man who furnishes the ideas and brains ought to be changed once in a while for the good of the organization. The old management had controlled for five years and had done a great work, but it was wise in changing.

So when it came time for the election in 1901 R. T. Witbeck, the retiring president, George Thamer and George Stone- man were put on a committee to report nominations, and the result was:

President, O. O. Agler, of the Fred W. Upham Lumber Company.

Vice-president, W. O. King, of W. O. King & Co.

Secretary, H. M. Nixon, of the H. M. Nixon Lumber Company.

Treasurer, Max Sondheimer, of the E. Sondheimer Company.

And the new officers justified the faith that had been put in them. The old officers had put the Exchange in the van and later had moved it to the Fort Dearborn building, at the corner of Clark and Monroe streets, where it still is and where, by the grace and favor of the officers and members, I have the use of a desk.

The new officers took hold with vim and enthusiasm; new members were se-

cured and the greatest meeting the National association has yet held was taken care of in a handsome manner. The Chicago Exchange flourished as never before, because the new blood being put in the saddle and the old timers lending the same loyal support as heretofore, everybody was pulling.

In March, 1902, the same officers were unanimously re-elected, and I personally know that President Agler had outlined a campaign of vigorous and progressive work, when, to the deep regret of everybody, he was taken seriously ill and is only now getting on his feet again.

So that through the summer the work of the Exchange has languished somewhat, but it is probably just as well. The hardwood trade of Chicago has been on a strain in the matter of organization for a number of years, and a little rest won't hurt them. The Exchange is on Easy street; the members are all prospering, there are several hundred dollars in the treasury and the surplus is increasing.

The inspection of Chicago is now turned over to the National association, and is running along smoothly and prosperously, entailing no worry, responsibility or expense upon the Exchange.

As the weather becomes cooler it will be well to stir up things a bit, but in the meantime all is well with the Exchange. Its handsome quarters are open all day and every day, to its members and friends, and it rarely has less than two or three lumbermen making use of its conveniences—from that to a dozen.

And as I sit here in the large and handsomely fitted assembly room looking out over Lake Michigan and think of all that the Exchange has gone through and all it has accomplished, I am pleased—but I am glad it is over. I wish to say, however, to the members of the Exchange to the members of the National association and to the hardwood trade generally, that "eternal vigilance is the price of liberty." The influences which have opposed the organization of the hardwood trade are still actively at work.

* * *

Of the three lumber papers which were in Chicago when the Exchange was organized, all have passed away. Hardwood was merged with the Hardwood Record several years ago, and the Northwestern Lumberman and the Timberman, after losing their grip on the situation, were forced to consolidate into the American Lumberman. This paper has been conducting itself pretty decently so far as surface indications go, but it is well to remember that the new paper inherited from the old, along with other matters, a hatred to the Chicago Exchange, the National association and all that is independent and progressive in the hardwood trade. All it lacks of carrying things with the same high hand as of old is the power

and opportunity. It has the will all right. So long as the trade is as solidly organized as it is to-day that paper is powerless; but it has tried, is trying and will never cease trying, to bring discord and dissension into the ranks; and when it succeeds, if it ever does—but there! I hope it never will.

And that is a brief but true account of the origin, rise and progress of the Chicago Hardwood Lumber Exchange.

LOCAL GOSSIP.

F. D. Smith, one of the proprietors and active manager of F. R. Crane & Co., of this city, is combining a little business with pleasure in a trip East and South by east. He will be gone for two or three weeks.

* * *

George Thamer, of the Empire Lumber Company, is taking his vacation on the installment plan. He spent last Sunday with his family, who are enjoying the breezes at Lake Geneva in Wisconsin.

* * *

George Kerg, the very efficient manager of the Ward Lumber Company's plant at Rosedale, Miss., is spending this week in Chicago, conferring at headquarters and visiting among old friends. Mr. Kerg states that the Ward Lumber Company have the largest stock of cottonwood lumber in the South, approximately 6,000,000 feet on sticks. They are also well prepared for any contingency that might arise to prevent logging operations, having nearly two million feet of logs on the river bank and mill yard at Rosedale. The Ward Lumber Company are producing about 40,000 feet per day at this point alone, but are not increasing their stock any, since shipments average about the same as the daily production.

* * *

Harry Saxton, of the firm of Saxton & Co., Knoxville, Tenn., is taking a belated vacation this year, owing to the fact that his attention has been required at home the greater part of the summer, where they have just completed the erection of a new saw mill. He arrived in Chicago the early part of this week, accompanied by his wife, and left Tuesday for a trip around the lakes.

* * *

Mr. E. W. Robbins, of the firm of Maley, Thompson & Moffett Company of Cincinnati, was in the city two or three days this week on business. Mr. Robbins returned less than a month ago from Cuba, where his firm are heavily interested in mahogany operations. He had completed a vacation of two weeks before his arrival in Chicago, with a party of friends from Cincinnati, just north of Detroit. This is on par with a jump from the Infernal Regions to Paradise.

* * *

Frank Robertson, the junior member of the firm of Goodlander-Robertson Lumber Company of Memphis, Tenn., spent a week

in Chicago and surrounding territory. He reports business with them as very satisfactory and trade prospects from the Memphis point of view altogether flattering.

* * *

M. Roeder, for a long time lumber purchasing agent for the Brunswick-Balke Collender Company, but for the past three years in the wholesale and commission hardwood lumber business on his own account, is quitting the lumber business and Chicago. He will leave next Tuesday for Idaho, where he contemplates locating and eventually becoming a farmer. Mr. Roeder was highly regarded in the trade here as an honest, industrious man and none but will join the Record in wishing him peace and prosperity in his new field of endeavor.

* * *

Mr. R. T. Witbeck, of Heath, Witbeck & Co., is laid up with typhoid fever. He has been confined to his bed for a little more than two weeks and is barely started on the road to recovery.

* * *

Geo. W. Stoneman & Co. have accumulated a sufficient stock of mahogany and oak veneers since their advent into that branch of the business, about three months ago, to warrant them in making special efforts to extend their trade lines. Mr. Noble, the veneer man of the firm, is on a trip in the Northwest for that purpose. Meanwhile Mr. Stoneman is exhibiting the layout at this end.

* * *

S. J. Vinnege & Co. is the style of a new wholesale hardwood lumber firm which has opened an office in this city next door to the Record office. Mr. Vinnege is an old-time Indiana lumberman, and was formerly connected with the firm of Vinnege Bros. of this city. Some ten years ago he disposed of his interests in that firm, since which time he has not been actively engaged in business. They expect to do a general wholesale hardwood lumber business.

* * *

Mr. Decker, of the McKimmie Lumber & Veneer Company of Paducah, Ky., was in Chicago last week for a day or two. He brought his family with him and left them at the Chicago Beach Hotel to enjoy a few weeks' of Chicago's matchless weather. Mr. Decker is, as one of his Chicago friends said, "a man who will take anywhere." On hearing which, Mr. Decker added, "or anything." He is a big, good-looking man, and attributes most of his success in the lumber business to the fact that he is a subscriber to the Hardwood Record.

It is stated that the firm of Blair & Failey will dissolve and discontinue the manufacture of staves and heading. They have been operating a plant at Evansville and Terre Haute, Ind. The Evansville plant has already closed down and will go out of commission shortly.

GOETHAM GLEANINGS.

Walter T. Hart, of Price & Hart, hardwoods, of 18 Broadway, returned last week from a trip through the West and South, which lasted about ten days, and which was of a most comprehensive nature. The main impression of his trip, and the one which he brought home with him, was that there have been fewer occasions when the stocks of hardwoods at the mills were lighter than they are at the present time.

* * *

Again during the past fortnight was F. R. Whiting, the genial president of the Whiting Lumber Company of Elizabethton, Tenn., a visitor to the metropolis. Mr. Whiting is cutting two million feet a month of choice hardwoods, not to mention white pine, and as he manages to dispose of it all, one can believe his assertion that trade is good.

* * *

About the middle of September will witness a meeting in this city between representatives of the National Wholesale Lumber Dealers' Association and the secretaries of the seven eastern retail associations over the question of trade relations. The retail secretaries meet this week at New Haven and later will be represented at the Retail Secretaries' Association meeting in Chicago on September 6 and 8. Plans will then be perfected and a date set for the meeting here.

* * *

W. W. Reilly, the popular Buffalo (N. Y.) hardwood dealer, was a recent metropolitan visitor. From New York he hurried to New England to spend his vacation there.

* * *

Recent visitors, aside from those already mentioned, were: W. D. Youngs, of W. D. Youngs & Co., West Bay City, Mich.; Thos. Strong, of the Skillings, Whitney & Barnes Company, Ogdensburg, N. Y.; T. B. Blades, of the Blades Lumber Company, Elizabeth City, N. C.; C. H. Bond, of Rathbun & Co., Oswego, N. Y.; E. C. Mershon, Saginaw, Mich.; Pendennis White, North Tonawanda, N. Y.; H. E. Bates, of E. A. Souder & Co., Philadelphia; C. D. Crandall, Big Rapids, Mich.; H. B. Hewes, of the Jeanerette Lumber & Shingle Company, Jeanerette, La., and J. F. Batchelor, of the Batchelor Cypress Lumber Company, Panasoffkee, Fla.

* * *

Quite a number of well-known New York lumber dealers attended the ball game at Philadelphia on August 27 between teams of the Lumbermen's Exchange and the Master Builders' Exchange of the Quaker City. They went to Germantown Junction on a special train and said they would have enjoyed the trip even if the lumber dealers had not won by a score of nine to eight.

* * *

Secretary E. F. Perry, of the National Wholesale Lumber Dealers' Association,

has gone to Cleveland on important business connected with the association.

* * *

A recent departure for Europe was that of W. M. Ritter, of the W. M. Ritter Lumber Company, Columbus, O., who is also president of the Hardwood Manufacturers' Association of the United States. Accompanied by his wife, Mr. Ritter will visit all the big cities of the Continent and Great Britain.

* * *

The well-known hardwood dealer, Henry Cape, of 1 Madison avenue, has just returned to the city from Sound Beach, Conn., where he has been recuperating after his severe attack of typhoid fever. His friends will be glad to be assured that he is all right once more.

* * *

Three new dry kilns, with a capacity of 40,000 feet per ten days, have been recently installed by H. M. Susswein & Co., the big retail hardwood concern of One Hundred and Fifth street and the East River.

* * *

Charles W. Manning, the popular hardwood dealer, 66 Broad street, is expected back this week from a visit he is making to the hardwood mills in the South and West.

IN MEMPHIS CIRCLES.

It is reported that several investments in lumber property in North Memphis woodworking establishments this fall will be made.

* * *

The Memphis Lumbermen's Club will have an entertainment of some kind in October, it is said. The organization has a good membership among the lumbermen and their woodworking fellows.

* * *

The Pritchard Lumber Company of Indianapolis will occupy the yards formerly used by C. C. Mengel, Jr., Company of Louisville.

* * *

It is rumored that the Three States Lumber Company will establish a branch here about January 1.

* * *

The building of the Union Belt Line through the northern district is causing several lumber enterprises to locate yards there.

* * *

Houston Bros. of Chicago, who are having completed one of the finest lumber plants in the South at Vicksburg, Miss., and who for some time have had an office here in the Porter building, it is said, will likely establish a yard in Memphis at an early day.

* * *

On the application of H. A. Culver, manager, and one or two other stockholders of the Culver Lumber Company, a Missouri corporation, receivers have been appointed in Arkansas and Kansas City, Mo., and Kansas City, Kan. The assets

are estimated at \$650,000 and the liabilities at a quarter of a million dollars. H. A. Culver, who was general manager up to the time that the banks took charge, August 1, stated that the assets were far above the liabilities, but that demands were only made on the firm when the firm was not moving anything, and banks to whom was due something like \$150,000 took control of the business under authority of a contract given by the president of the company, but not authorized by the board of directors. The concern is a prominent one to Missouri, Arkansas and Tennessee people.

* * *

Peter Lesh, of Weis & Lesh, Muncie, Ind., was here last week awarding contracts for the plant of their firm, which will move its head establishment here.

ST. LOUIS NOTES.

The Plummer-Benedict Lumber Company has removed its office from the Security building to 3130 Hall street, this being the location of the new yard being installed by this company. This new yard has 100,000 square feet, is elegantly located with reference to river and rail facilities, and will be a great benefit to the company.

* * *

E. H. Hill, of the Hallett Lumber Company, is making a short trip in the northern country in the interests of his business. He needs this trip anyhow, as he has been at his Arkansas mill for some weeks.

* * *

The F. H. Smith Lumber Company reports a heavy business in both receipts and shipments and states that there has seldom been as active a business at this season of the year.

* * *

The Woerheide Lumber Exchange is the name of a hardwood lumber commission company recently started in this city by A. H. Woerheide.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, states that business has improved even during the past week and that he notices a better price situation in the northern country. He is sanguine when questioned as to trade prospects, and expects a very heavy fall trade.

NASHVILLE NEWS.

Nashville will be well represented at the annual Hoo-Hoo meeting at Milwaukee at nine minutes past nine, the ninth inst.

* * *

M. F. Greene, of the Davidson-Benedict Company, is preparing to make a trip to California in a few weeks to inspect the redwood forests. Mr. Greene states that his firm is having a good trade and that the Nashville lumbermen are keeping to the list price right along. Their mills in the eastern section of the state are making good time and stocks with his and other

Nashville firms are promptly taken up, showing business better than the corresponding time last year both as to volume and price.

* * *

J. M. Ransom, of John B. Ransom & Co., has returned from a trip for his firm to Milwaukee.

* * *

Harry Saxton was through here recently from his Knoxville plant to the middle West. He has recently completed a new mill with a cut of 60,000 feet per day.

* * *

F. W. Barth, Jr., of F. W. Barth & Co., Hamburg, was here a few days since visiting those members who do business in the export field.

* * *

E. L. Kendall & Co. have established large cedar works at Huntsville, Ala., and will do an export business from that point.

* * *

J. A. Miller, representing O. E. Yeager of Buffalo, N. Y., was here this week visiting the lumbermen who had oak offerings.

* * *

John W. Love, of Love, Boyd & Co., will return within the next few days from Nova Scotia, where he has been summering.

WISCONSIN WAIFS.

Mr. Steinman, of the Hardwood Lumber Company of Milwaukee, is of the kind that enjoy the good things of this world. He has a fine summer home at Milwaukee Lake, where he spends several months each year, going back and forth to business each day, it being only 45 minutes' run by train. He finds recreation in looking after a fine lawn and garden, and also has good boating and fishing almost at his door.

* * *

Mr. Tegge, of the Tegge Lumber Company of Milwaukee, says that August was the biggest month's business he has ever had. As this is supposed to be one of the dull months of the year, this is certainly a fine showing.

* * *

Page & Landeck Lumber Company of Milwaukee report lots of business. They have, by the way, about two hundred million feet of fine timberland in the northern part of this state, of which about 45 per cent is basswood.

* * *

Mr. W. S. Johnson, of the South Arm Lumber Company, whose main office is at Milwaukee, is happy in anticipation of how he, with others there, will give the visiting Hoo-Hoos the "time of their lives."

* * *

Mr. George F. Johnson, of the Quinnesec Log & Lumber Company of Milwaukee, reports business very good and says the only drawback is in getting stock.

* * *

Mr. Pardee, of the Fenwood Lumber Company, Wausau, is looking forward with pleasure to taking a little vacation this

month, after attending closely to the large business of that company during the past summer. He reports business excellent at home and states that his firm has been exporting considerable basswood.

* * *

Mr. Vollmar, of Vollmar & Below, Marshfield, has been confined to his home with a severe attack of sciatic rheumatism. He was down to business for the first time in a good while on Labor Day and is on the road to rapid recovery.

EVANSVILLE EVENTS.

H. M. McCracken of the Kentucky Veneer Works was in the city a few days ago, as was also the popular manager of Fullerton-Powell Company, Mr. T. J. Christian.

* * *

Henry Maly, J. D. Thompson and D. R. Webb, of Edinburg, Ind., have been looking after business in the city this week. Mr. Maly claims he can buy more walnut lumber to-day than he can quartered white oak.

* * *

One reason why Henry Maly Lumber Company will operate on the river hereafter instead of where their present mill is situated, is to save car service and trackage charges. They will save at least \$7,000 in one year.

* * *

Maly & Wertz are now running their mill twenty-three hours per day.

* * *

May, Thompson & Thayer are running twelve hours daily, and to avoid car service have unloaded 500,000 feet of logs along their tracks.

* * *

Kramer Brothers of Richmond are getting some fine red oak into their yards here from barges.

* * *

All the other mills and yards are busy, and most of them are short of men. The manufacturers of lumber never were busier.

BOOKS AND CATALOGUES.

The Link-Belt Machinery Company's catalogue is so arranged and indexed as to make it easy for reference. They design and build elevating and conveying machinery for handling raw and manufactured products of every kind in any quantity and to suit the local conditions of each case. It is, therefore, impossible to issue a complete catalogue of link-belt appliances, but the one at hand is what might be called a complete brief. The lumber trade and allied lines were the first to recognize the value of link belting and a portion of this catalogue, as well as a special booklet, is devoted to this distinct business. Some of their specialties in this line of work are designated and fully described and illustrated under the following heads:

Elevators and conveyors for handling

logs, staves, bolts, posts, lumber, offal, sawdust, etc.

Lumber sorters and transfers.

Emery lumber trimmer.

Two saw, four-foot slasher.

Gang slab slashers.

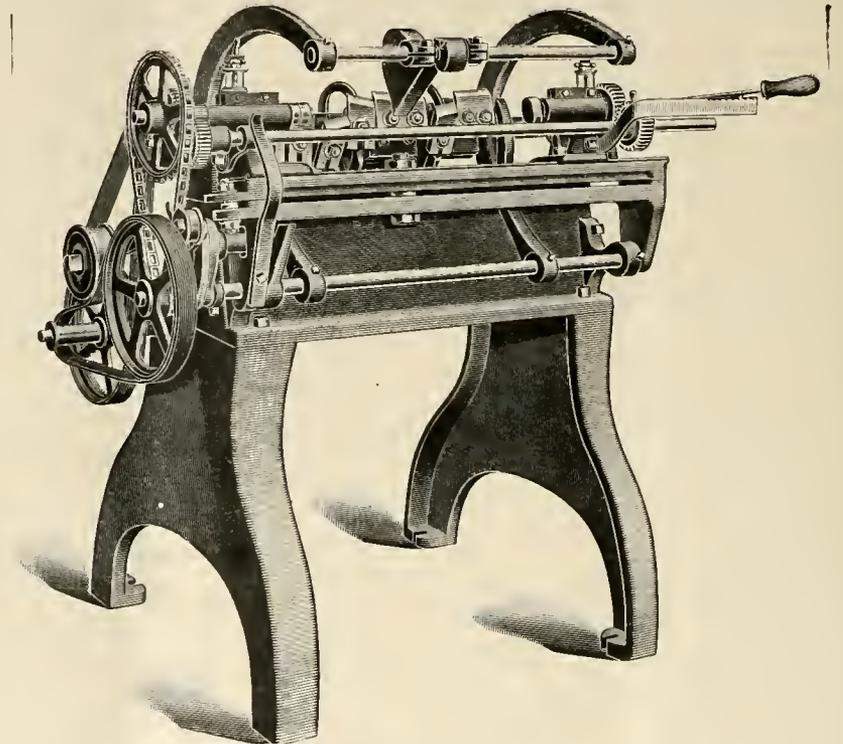
Automatic fuel feeders, etc.

Baldwin, Tuthill & Bolton, the well-known manufacturers of saw and knife fitting machinery and tools, have issued a supplemental edition to their 1902 catalogue. It is an exact reproduction of the big catalogue first issued reduced to one-fourth the size. It shows and describes every machine given in the large edition, and if not quite as showy has the ad-

to treat the subject authoritatively, and he has taken it up in all its phases from the beginning of time to the present day. The book is also handsomely illustrated, showing the primitive and modern methods of logging and manufacturing.

AN OBER LATHE.

The accompanying cut illustrates the new 22-inch No. 2 lathe manufactured by the Ober Manufacturing Company of Chagrin Falls, Ohio. The purpose of this article, aside from describing the merits of this particular machine, is to interest those in the hardwood manufacturing business in the line of work for which this machine



NEW 22-INCH NO. 2 LATHE.

vantage of convenience in size for handling and preserving for reference.

A very tastefully gotten up little booklet is issued by the American Blower Company of Detroit, Mich. Its object, so it says, is to briefly acquaint their friends and patrons with their unequalled manufacturing facilities. It is really a book of illustrations, showing a birdseye view of their entire plant and interior views of the different departments.

"A History of the Lumber Industry in the State of New York" is the official title of Bulletin 34 issued by the U. S. Department of Agriculture, through the Bureau of Forestry. It is a very comprehensive report, both useful and entertaining, of the development of the lumber industry in the Empire State. It was prepared by Col. William F. Fox, superintendent of forests in that state, and a collaborator of the government Forestry Bureau. Colonel Fox is fitted both by study and by experience as a lumberman

was constructed. It is a most valuable adjunct to a hardwood mill, since it requires but little power, can be operated very cheaply and utilizes to the best advantage stock unfit for most any other finished product. There is also, we are informed, a good stable market for such goods. If you have not investigated the practicability of adding something of this nature to your line of work, we seriously recommend that you look into the matter now.

The Ober Manufacturing Company will be glad to furnish a catalogue and full information regarding this particular lathe or any other of their several makes to those interested. The new 22-inch No. 2 lathe shown herewith is for turning hammer, hatchet, auger, file, knife and chisel handles, porch spindles, tent stakes, mallets and other similar work. It will turn from 150 to 250 hatchet handles per hour and other work accordingly. It will turn the work round, oval, square or with any number of corners, or almost any conceivable shape the whole length at once.

or it will turn one end of the piece one shape and the other end an entirely different shape at the same time. It turns the work so smooth that but little sanding is required.

The lathe is very simple, strong and durable. It is provided with an adjustable back rest, which presses against the stick while it is being turned, which helps to keep the stick from springing or the knives from gauging. The patterns and the stick to be turned are set in motion and stopped automatically. The work can be made larger or smaller by simply turning a bolt and one end can be changed without changing the other end. Many other valuable features, too numerous to mention here, are combined in this machine and are fully described in the catalogue. The lathe weighs 1,000 pounds and requires about 1½ horsepower. Write the Ober Manufacturing Company, Chagrin Falls, Ohio, for full particulars.

BUSINESS IS GOOD.

B. W. Edwards, Laceyville, Pa., manufacturer of the Edwards log turner, reports excellent business. He has recently shipped thirteen machines, eleven of them being of the No. 2 design, to the following parties:

T. R. White, Stonewall, Miss.
 Condorsport Mangle Roller Manufacturing Company, Condorsport, Pa.
 W. M. Currier, Veley, Pa.
 Roy Lumber Company, Nicholasville, Ky.
 J. M. Mullen, Bayboro, N. C.
 J. R. Askew, Whitakers, N. C.
 J. E. Condrey, Scotland Neck, N. C.
 Oak Grove Lumber Company, Roanoke Rapids, N. C.
 C. Halliday & Co., Friendsville, Md.
 Lord & Watson Lumber Company, Chase City, Va.
 Stultz & Turner, Martinsville, Va.
 Orwig & Krider, Krider, W. Va.
 Robison & Mankin, Bayard, Fla.
 H. A. Rose Lumber Company is a recently incorporated company at Paducah, Ky., with a capital stock of \$30,000.

NOTICE TO THE TRADE.

New York, Sept. 1, 1902.

We beg to advise that, by mutual consent, Mr. Moritz Kirchberger ceases to be a partner of this firm from this date, which will be continued in the same lines and under same style as heretofore by the remaining partners, Mr. William Foerster, at Hamburg, as general partner, and Mr. Kapferer of Paris, as special partner, who assume all assets and liabilities.

Mr. Paul Foerster at New York will represent the firm as their manager in the United States, and has full power of attorney to act in its behalf.

On September 10 our offices will be removed to 912 and 913 Maritime building, 8 and 10 Bridge street. Yours truly,

WILLIAM FOERSTER & CO.

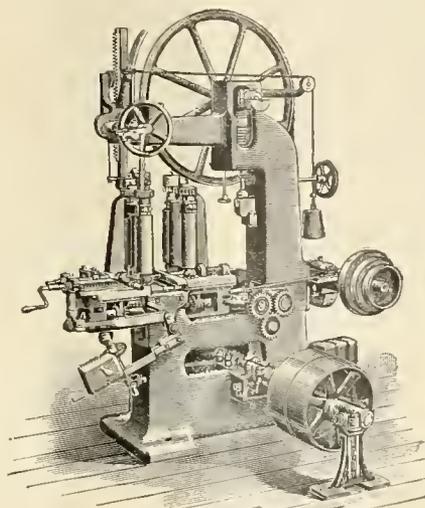
NEW BAND RESAWING MACHINE.

We are pleased to show our readers cut of a new machine which is new in design and built on new principles. It was patented February 27, 1900, and is meeting with favor wherever in use, and for a machine of medium capacity intended for general resawing, it is easily one of the best yet built.

Some of its most salient points are worth careful consideration.

The upper wheel is mounted on a heavy column, reducing all tendency to vibration and insuring fast speed. The improved tension on the blade is very sensitive and reliable, and is uniform on all occasions. The lower wheel is solid, thus lessening circulation of dust, increasing momentum, and preventing the upper wheel from over-running it. The upper wheel has a lateral adjustment to keep the saw on its proper path without stopping machine.

The feed is variable and built on an



NEW BAND RESAWING MACHINE.

entirely improved principle, and rolls will open to receive stock 24 inches wide and 8 inches thick, and are self-centering—the inside rolls can be locked in position, and the outside ones instantly moved to or from the saw by lever, and are gauged by an accurate quadrant. The rolls can be tilted 12 degrees and clamped for angle work.

The makers of this improved tool, J. A. Fay & Egan Company, of 414 to 434 West Front street, Cincinnati, O., will be pleased to furnish any readers interested with prices, details and cuts showing it in detail. They will also send free their new and complete catalogue, showing every machine they make, to those writing for it, mentioning the Hardwood Record.

The large saw and planing mill of S. F. Horner of Sebree, Ky., was destroyed by fire recently. Loss, \$4,000.

The Paducah Veneer & Lumber Company, Paducah, Ky., suffered a loss by fire of \$5,000 recently.

The saw and shingle mill of J. S. Chase at Pembine was destroyed by fire recently, the loss amounting to \$5,000.

A report comes from Duluth that a deal is being negotiated whereby Mitchell & McClure, formerly of Saginaw, dispose of their saw mill plant, logging railroad and standing timber at Duluth and in Minnesota to Alger, Smith & Co. of Detroit. The consideration will reach near the million mark. The saw mill manufactures 50,000,000 feet of lumber annually.

The Worcester Lumber Company, a new firm, composed of C. H. Worcester, formerly of Chicago, now of Marinette, Wis., and W. H. Mylrea of Wausau, Wis., have completed the purchase of the saw mill at Chassels, Mich., formerly owned by the Sturgeon River Lumber Company. They have also acquired 17,500 acres of timberland owned by the Sturgeon River Boom Company. The Worcester company now holds 100,000,000 feet of timber. The mill will saw pine, hemlock, hardwoods and cedar.

DINING CAR SERVICE.

Mobile & Ohio Reduces Time, New Orleans to St. Louis.

"The Mobile & Ohio Railroad is engaged in a commendable effort to annihilate space between this city and St. Louis, and, beginning Sunday, August 31, it will materially shorten the time taken to traverse the distance between the two cities by the way of Meridian. And this date, too, will mark the inauguration of dining-car service a la carte on this line. This innovation will be a welcome one to travelers, who heretofore have been subjected to the abomination of taking their meals on the catch-as-catch-can plan at meal stations along the route.

"Passengers, by means of this new service, will be enabled to eat when they feel disposed, eat what they want at their leisure and pay only for what they order, with a choice of anything in the gastronomic line from a cup of coffee to a course dinner.

"These new dining cars, by the way, are to be veritable palaces, fitted with every possible convenience known to modern railroad traffic. The decorations are of a superb order and the cars are brilliantly illuminated with incandescents, while a plentiful supply of electric fans will keep the atmosphere at a comfortable temperature, no matter how high the mercury may soar outside the cars.

"The cuisine will leave nothing to be desired, and in this particular little more need be said than that it will be on a scale that will excel that of the Mobile & Ohio's eating house at Artesia, Miss., and which gave that hostelry the reputation of serving about the best meal to be had on the line of any railroad in the United States.

"One of the most striking as well as pleasant features of this service is the announcement by the management that it will make of the dining-car service merely a convenience for the traveling public, serving everything at as near cost as possible, with no desire to make the service a source of profit to the company."—From The Times-Democrat, New Orleans, La., Aug. 29, 1902.



MARKET REPORTS

CHICAGO.

The continued steadiness in the demand for hardwood lumber tells the story. August, one of the proverbial dull months of the year, was tip-top in all respects, and if the first few days of September trade is a criterion, business during the present month will set a new record.

Notwithstanding the very flattering conditions that prevail and have prevailed all summer, there seems to be a limit to prices. There has been but a slight increase during the last two or three months, despite the general talk that supply was short. It was a well understood fact by the dealers here that supplies have been very low at shipping points all season, and that demand was such as to deplete them to about the same extent as they were increased by new cut. They have in consequence as a rule held their stock very firm and there has been probably less price cutting during the three summer months than at any previous same period in past years. But as before stated, there has been no decided increase lately.

During the first part of the year prices were steadily advanced until plain and quartered oak were selling at as high prices as ever before, and it is not even hinted by the most pessimistic that they will recede any during the balance of the year.

Poplar also is very secure in its present price location and with favorable chances for even higher prices.

Cottonwood and gum are both in strong position. Other southern stocks are not used very extensively on this market.

Hard maple has shown more than usual strength during the summer months, and considering the time of the year has more than fair prospects for additional gain.

Birch and elm are weak in comparison, but considered aside from maple they are experiencing a good demand and are bringing fair prices.

Basswood is the scarcest commodity in the hardwood lumber line on the market. It is in frequent call and selling at top prices.

ST. LOUIS.

Conditions in this market continue the brightest and there is little complaint from any source except at the scarcity of dry lumber and the difficulty being experienced in buying anything at all desirable. The situation is not at all normal for this season of the year, there being a much larger volume of business than usual, and it is freely predicted around town that if the usual improvement takes place during September there will be no one in this city able to take care of the late fall business. As it is, many are making no effort to sell lumber, merely taking in those orders which come their way, and they are still selling more than they are placing in pile. Stocks of dry lumber have seldom been in such poor shape as at present, and as shipments are being made of lumber, which has only been on sticks about ninety days, this is ample proof of the extremities many are forced to. Strictly local business has

also improved since last report and there is a demand from the factories and other consumers, which is not fully satisfied. The wholesale yards are buying everything offered to them, and while the basis of prices has not changed materially in two weeks, the tendency is upwards on all varieties of hardwoods, and it is predicted that general prices will be much higher within another sixty days.

Conditions at the mills tributary to this market are unchanged with the exception that there are more buyers in the southern country and lumber is harder to find in first hands. Buyers are absorbing stock as rapidly as it comes from the saw and are, for the most part, shipping it direct to the home markets. A few are piling stock at the mills, to move when it is shipping dry, but there is not as much of this as is usual. Prices are advancing more rapidly in that section of the country than in the northern markets, and this is another argument used by those who are predicting higher prices for the near future. The car situation is fairly good, but there is some complaint that shipments are being delayed.

The oak market remains such that the strongest demand is for quartered white, with an excellent call for all other items. Inch plain red and white is on a firm basis, as is also thick white and all of these items are bringing top prices. Quartered red is moving fairly well, but is still the duller item.

Cypress, cottonwood and poplar are all in excellent shape and the demand is taking all available stock. Prices are the very best and have advanced on the last two named. All grades will sell and the supply is light. Ash is also strong and is wanted by all dealers at high prices. Hickory is hard to find in first hands and there are many buyers. Elm, sycamore, maple and the minor woods handled in this market are seldom heard of in present trading.

NEW YORK.

Autumn is here, according to the calendar, even if not according to Hoyle or the weather man, and when one looks back and takes a calm survey of the lumber market, and particularly of the hardwood conditions in that self-same market, he cannot fail to come to the conclusion that the hardwood man is pretty near the top of the heap.

Of course in other lines, notably spruce, hemlock and yellow pine, there has been almost as much scarcity of logs at the mills as there has been of the various hardwoods, but there has been comparatively more movement in hardwoods, and it is safe to say that prices have been, if not always firmer as a rule, about as stiffly held as the others.

And, if anything, hardwoods face the autumn market in excellent condition and with everything pointing to a good full demand and prices that will go up to the top notch and not be lowered in a very great hurry. Those who come back from southern trips tell but one story, it is that the millmen, with no accumulation of

stocks on hand, believe that they hold the key to the situation, and while they do not propose to act arbitrarily or kill the goose with the golden eggs, they also intend not to go to the other extreme and exchange the best grades of quartered oak, poplar, etc., for any money less than it is really worth under existing conditions.

A feature of the hardwood conditions this past summer has been brought about by the tendency of many door and molding factories to manufacture not alone regular manufactured stock, but to turn out hardwood specialties such as they never before made. This was due to the increased use of hardwoods in dwellings, which is now particularly noticeable and which marks an era in the trade that should not be passed over lightly.

The fact of the matter is, that the man who gets a house built these days calls for the real thing in every line. He is no longer satisfied with imitations. The ability to pay for luxuries by the individual is on the increase, and besides that, the improved methods of doing business and the advances along the line of manufacture, as in other things, brings interior and other woodwork, formerly among the most costly of all things in existence, to a plane nearer the paying ability of the home builder whose means are of moderate size compared to that of the wealth besotted individuals, formerly the only ones able to pay the price.

But few changes can be noted in either the demand or the prices for the various woods. Poplar still holds the lead with \$42 obtainable for firsts and seconds, 8 to 8 inches, down to \$31 for common, and \$21 for culls. Quartered oak keeps firm at \$65, while plain oak is stiff and active at \$41. Ash shows a few more signs of life, while chestnut is in good call at \$38 to \$40 for firsts and seconds.

The export call for hardwoods of late has not improved very perceptibly, while prices on the other side show a weakening tendency. In fact, for many of the grades of hardwoods that have found favor on the other side, figures recently quoted there are even lower than those ruling here, making it anything but a profitable plan to ship stock abroad.

BUFFALO.

Usually business slackens up in a marked degree during the summer months, especially in hardwood lumber, but this year such has not been the case here. Orders have kept coming in and lumber has kept moving in and out without any perceptible let-up. The factories have continued busy, and even now are behind on their orders, and so far as it is possible for a human being to see ahead, the present business conditions are liable to continue for an indefinite period. Lumber of all kinds brings good prices and will continue to do so. At the rate lumber is being consumed one of the bugbears of the past will be done away with before we realize it. I refer to low-grade lumber. Let anyone who has been shipping lumber steadily for the past six or eight months just stop long enough to compare

the amount of low-grade lumber he has now with what he had, say, last January. Then let him compare the firsts and seconds, and I am very much mistaken if he does not discover that the consumption of low-grade lumber to that of the better grades has been in the ratio of about three of the former to one of the latter. Of course, in certain instances, there may be considerable low-grade lumber of this kind or that thickness, but the general movement of low-grade lumber out has been in excess of the better grades, and it is a good thing. Lumber is not being manufactured as it was some years ago. The mills are more concentrated and there are fewer of them—and there is not nearly the amount of lumber manufactured that there was some years ago—and there is more lumber being used. The natural conclusion of all this being that, so long as business continues reasonably good, lumber will not accumulate sufficiently anywhere to cause prices to come down. To be sure, poplar lumber has been accumulating in certain hands, owing to the comparatively slow movement, and the fact that every available mill that can get hold of the logs are manufacturing for all they are worth. The slow movement is on account of the high prices. The principal reason there has been no break in poplar prices is because all of the poplar of any account is in the hands of those who are able to hold it until they conclude to sell or get their price. It might almost be called a poplar trust. How long they will hold for the present high prices is a question for them to answer.

Quartered oak is holding its own in price and there seems to be stock sufficient for all present demands. There is none too much to go round, however, either in good strips or common lumber.

Cypress lumber keeps coming to the front and increasing in demand, also in price.

Birch is in good demand at fairly good prices.

Basswood is scarce and is eagerly sought after.

Cherry and walnut are also very scarce in the better grades, and difficult to get hold of at any price.

Good maple lumber is bringing from \$2 to \$5 per thousand feet more than it did a year ago, and the maple output from Michigan is about one-half of what it was last year.

Good chestnut is somewhat scarce and in good demand at good prices. Foreign markets are beginning to realize that if they buy such lumber as they want they must pay the advanced prices. They have been some time in arriving at this conclusion.

MEMPHIS.

There are no changes of moment in the local market. Close adherence to list prices, diminishing stocks, mills usually overtime and improved trade over last season, and anticipations for a continuation of the same through the fall and winter are the most evident features of the market.

NASHVILLE.

The liberal demand for hardwoods does not abate in the slightest with the first week of fall, and opening September is taken as a reasonable guide this season to what the remainder of the fall months will give in point of demand. Quartered white oak and chestnut are among the

scarcest things on the list. Poplar is one of the firmest. Plain white oak and quartered red oak are finding good sale now.

CINCINNATI.

The lumber trade situation locally is unchanged and still a trifle quiet. This is not causing much comment, however, as very little stock is being offered for sale, as most lumbermen are holding their lumber for the fall trade. While prices are very high at present, there is no doubt that they will be still higher in the fall. Dry stocks are very scarce, and it has been years since so little lumber has been made during the summer months as this year. This is due, no doubt, to the high price of logs as much as anything. The lack of tide water has also had no small effect on the output, while the very hot weather throughout the South was not very favorable for heavy sawing. Up here in our section the weather was very fine, but still the sawmill men are complaining of very low water and of the inability to get logs because of it.

Nearly all of the local lumbermen and manufacturers are back from their vacations and once more at their desks, and trade will no doubt open up very soon.

The retail yards are doing a good business and a great activity is still manifest in the local building line.

Shipments for export are heavy and numerous and the state of this trade is very satisfactory.

Gum lumber is doing very well, especially in firsts and seconds, which is going principally to the European markets. There is a heavy demand for this wood in all thicknesses for exporting purposes. The demand for common red gum is not as brisk as it has been. Clear sap is being inquired after quite regularly, but there is not much call for common gum. The demand for No. 2 and No. 3 common gum is excellent.

About second in demand seems to be chestnut. There is a very heavy demand for this wood, but great difficulty is experienced in locating any stock. This wood is very scarce and scattered over large territory. Firsts and seconds and common are in heaviest demand, while sound wormy is enjoying ready sale. The demand for mill culls is very light.

Cottonwood has suffered a relapse and is more quiet at present than at any time during the past six months. At present writing firsts and seconds seem to be having the best call. Both export and domestic trade are after this wood in the upper grades. It is not a very hard proposition to sell box common cottonwood, still a falling off in demand for this lumber is easily noticed. Mill culls are selling fairly well.

Poplar lumber is suffering more than any other lumber from the present slump. High prices are playing no small part in this. There is practically no demand for firsts and seconds, and whatever sales are made are not made at \$40.00 per thousand for inch firsts and seconds. Clear saps are also extremely quiet and the demand for No. 1 common is only fair. There is a slight demand for No. 3 common, chiefly for thin stock.

About the only demand for ash, outside of special sizes in firsts and seconds, seems to be for inch common. Very little ash lumber was sawed in this neighborhood this summer.

The demand for oak has not suffered much and is still good. Quartered stock seems to be the most favored, and plain oak is not very far behind. Quartered red oak is in very good demand, due no doubt to the scarcity of quartered white oak and also to

the very high prices being realized for quartered white oak. The demand for plain oak seems to be mainly for firsts and seconds and common. No. 2 and No. 3 common are in a bad way.

THE CAR SERVICE PROBLEM.

The Car Service Association is making life a burden to the sawmill men, who have built their mills along the railroads with arrangements for keeping their mills going with logs unloaded direct from the cars.

Most mills saw from three to five cars of logs daily, and most of them desire to run full time. To do this they must look ahead constantly for their supply. Their aim, of course, is to get in just about as many cars of logs each day as they can saw. If they get in more, car service accumulates, and if they get in less their mills must shut down. The problem is to make the number of cars sawed each day equal the amount received of the various roads, or vice versa. It is a hard proposition.

Railroad companies could help the mill owners if they would—and they doubtless do to a certain extent—but they cannot be depended upon; not because they wish it, but because they get into such positions that they can neither help themselves nor the shippers of logs. For instance, they do not place cars where the shipper wishes to load, or perishable freight is given the preference when it comes to prompt dispatch, and again, wrecks occur that often delay the shipment of all commodities.

Were it not for these contingencies arising mill owners could calculate with some degree of accuracy. They could load as many cars at their points of shipment as were required to keep their mills supplied and no more. So what to do the millman cannot tell, unless he rebuilds his plant and arranges it so that he can unload logs that are in danger of incurring demurrage charges, but it is expensive even to do this, to say nothing of the immense cost of rebuilding or moving his plant.

To an impartial observer it seems that since railway companies are unable always to place cars promptly and are often unable to move them with dispatch, they should not expect the mill owners to release their cars in a definite time, especially since it is the fault of the various roads that there is often a surplus or a blockade brought about by their own shortcomings.

The rule should seem to be that when railroads cannot always do as they wish or ought that they should not set up a cast-iron rule for promptness in others.

There does not seem to be any hope that the Car Service Association will ever see matters in any different light. The thing to do, apparently, is for large mill operators to own or lease the cars they require for their business and charge the "per diem" to the road that does not handle them with dispatch. He can catch the railroad in this manner both ways, like the nigger did the coon.

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For delivery between now and February next. State amount you have or will have and time of shipment and prices. We will need lumber graded under the rules of the Hardwood Manufacturers' Association of the United States and will take same up where quantity justifies sending an inspector.

Address X.

7-12-1f Care Hardwood Record.

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WAGON STOCK
and **HARDWOOD LUMBER**

ALWAYS IN THE MARKET.

135 N. HALSTED ST., CHICAGO.

FOR SALE.

20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
20,000 ft. 2-in. Common Dry Qtd. White Oak at 30.00
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20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00
20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 85.00
The above prices are F. O. B. cars, Louisville, Ky.
THE NORMAN LUMBER CO.,
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FOR SALE.

One car 1½-inch common and better hickory.
One car 2¼-inch common and better plain red oak.
One car 3-inch common and better plain red oak.
One car 1¼-inch to 2-inch common quartered red oak.

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TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

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WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

STILLWELL & CO.,

Detroit, Mich

WANTED.

Two cars 2-inch cull walnut; mixed car thick first and seconds walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

WM. E. LITCHFIELD,

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WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

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50,000 feet 2-inch Hard Maple.
50,000 feet 1½-inch Hard Maple.
100,000 feet 1-inch Black Ash.
25,000 feet 1-inch Birch Strips.
10,000 feet Curly Birch.

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Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

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Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

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Virginia and Tennessee Red Cedar Posts and Boards.
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To purchase the output of mill cutting Poplar Lumber:

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WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.

200 M feet 12-inch and up Walnut logs.

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FOR SALE.

One 50-horsepower portable saw mill on boat, with gang edge and planer. Will run five miles an hour.

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Party with lath or shingle mill or both to take contract. Address

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One 50 Horse Power Saw Mill complete, with dwelling house, barn and blacksmith shop; also 1,280 acres good timber land, consisting of oak, cypress and gum. Mill located at Peach Orchard, Ark.; land two mile from mill. Will be sold reasonable. For particulars address

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One 24x30 engine with balance valve and 15 foot band fly wheel.

One 16x24 box bed plain slide valve engine.
One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.

One No. 7 heavy duty Knowles fire pump.

One Rich gang sharpener

Lot of wood pulleys with iron flanges.

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Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 8x10; one 56-inch, 8x10; one 56-inch, 9x10; two 60-inch, 8x10; three 60 inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargains write quick while they last.

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FOR SALE—SECOND HAND WOOD WORKING MACHINERY.

These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

1075 One Egan No. 1 Band Saw, complete, with patent roller guide, one saw blade, brazing frame and tongs, tight and loose pulleys.

1095 One Indiana Machine Works Self-Feed Rip Saw, three bearings to arbor, countershaft and pulleys, no hangers, one blade.

1104 One J. A. Fay & Co. No. 5 Scroll Saw, complete.

1127 One No. 2 Short Log Saw Mill, for material up to 6½ feet in length; complete, with 52-inch circular saw.

1135 One Egan No. 3, 36-inch Circular Segment Resaw.

1139 One Hoyt Bros. 24-inch Circular Resaw.

841 One J. A. Fay & Co. No. 2 Vertical Single Spindle Sand-Papering Machine, complete with countershaft, latest improved machine.

J. A. FAY & EGAN CO.,

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WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak.

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For
2-inch Plain White
Oak, 1st. and 2nds.

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1-inch Quart'd White
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1-inch Quart'd White
Oak, Strips.

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WALNUT AND
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DEALER AND MANUFACTURER,
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**HARDWOODS, POPLAR
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I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.
BALTIMORE, MD.

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Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)

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**QUARTERED WHITE OAK,
 PLAIN WHITE AND RED OAK,
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Parties getting out any of the above can make money by writing us Will contract cut of mills or in less quantities.

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*If you want to buy or sell anything in hardwoods write **American Lumber & Mfg. Co.,** Pittsburg, Pa.*

**JOHN H. BURRELL & CO.
 WOOD BROKERS.**

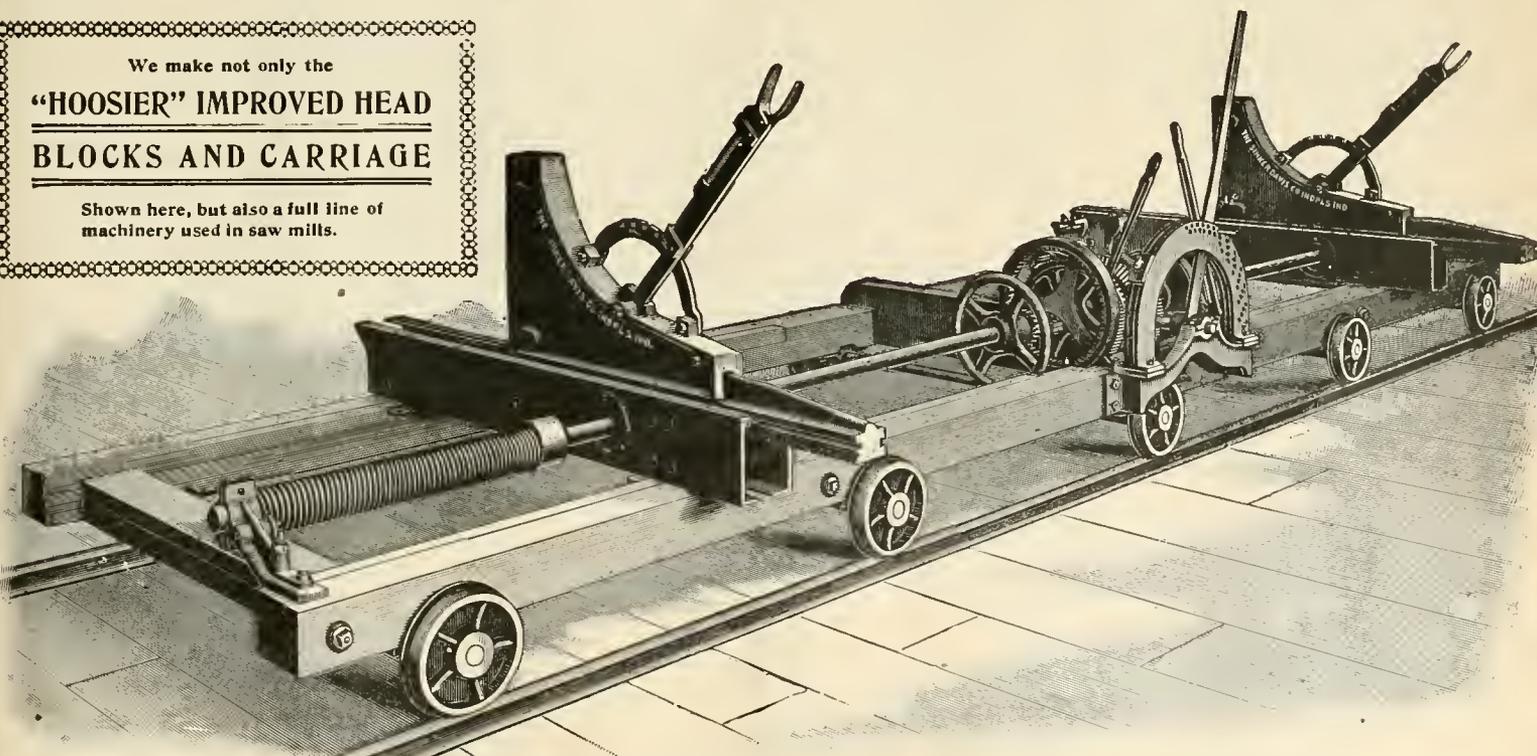
And Agents for the sale of American Hardwoods, Etc., in Logs and Lumber.

12 & 13 TOWER BUILDINGS, NORTH, LIVERPOOL, ENG.
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We make not only the
**"HOOSIER" IMPROVED HEAD
 BLOCKS AND CARRIAGE**

Shown here, but also a full line of machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

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PLAIN RED
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 QUARTERED RED
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 Always in Stock.

Our Specialty.
 OAK TIMBER
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 up to 60 feet long
 CUT TO ORDER.

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COMPLETE STOCKS OF ALL GRADES OF

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 CEDAR SHINGLES, CEDAR POSTS,
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SOLICIT CORRESPONDENCE WITH MILL MEN
 MANUFACTURING

PLAIN and QUARTER
 SAWED OAK,
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WE ARE ESPECIALLY IN NEED OF SOME
 PLAIN SAWED RED AND WHITE OAK.

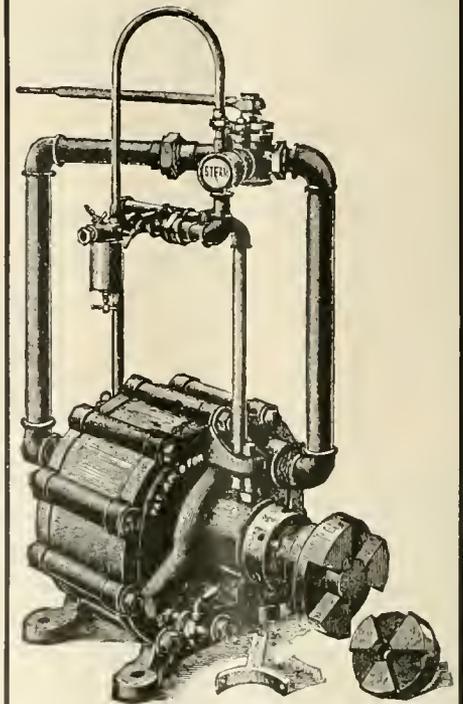
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Soule Steam Feed

and you will soon
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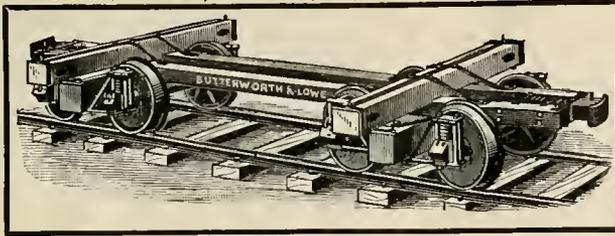
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Log Cars of
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YOU GET IT AT ONCE.

Two cars 2½-inch face (1¼x3) "B" Heart Rift, Georgia Yellow Pine.
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Depend upon getting low prices.

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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, namely:

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Kx. Passenger Trains, Fast Frt. Trains Throughout.	MISSOURI.	ILLINOIS.

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The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory restricted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

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MANUFACTURERS
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CARGO SHIPMENTS A SPECIALTY.

Maple, Soft and Rock Elm,
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Meet on this paper.



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Unless you recognize the fact that in this era of close competition LOCATION and freight rates are the principal factors in the selling and distributing of your products.

The Indiana, Illinois & Iowa R.R.

has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago. IF you were located on its line it could save you money.

No switching charges.
No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

This is worth looking into.

Your increased business means more earnings for the Railroad Company.

Your interests and ours become mutual.

Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

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Hardwood of a better quality and in greater quantity is found along the line of the

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than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

—Have you seen—
"The Southern Field,"

a journal containing much information regarding business openings and opportunities along our line? Write for a copy.

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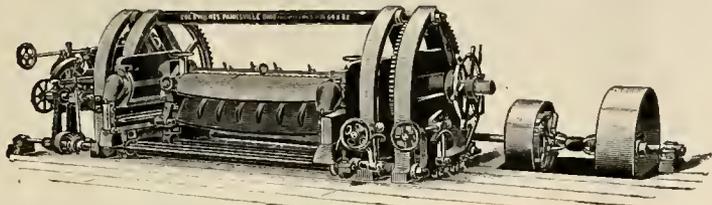
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Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.

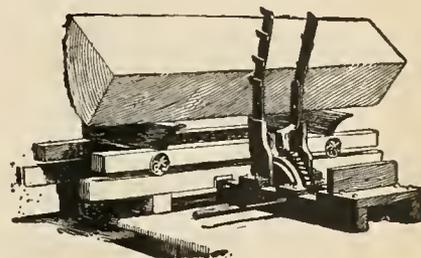


Established 1852.

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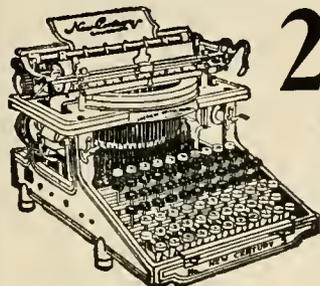
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WILL DO THE WORK OF STEAM NIGGER.



Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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25%
MORE WORK
MORE SPEED
LESS LABOR
LESS FATIGUE

The Very Appearance

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Will find extraordinary inducements for location in Northern Wisconsin along the Wisconsin Central Lines. There are plenty of fine lands for farming as well as large beds of Clay, Kaolin and Marl, together with fine Hardwood timber for manufacturing purposes.

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Rawhide, Paulins, Tank Pumps, Hose, Injectors, Steam Gages, Brass Fittings, Hard Oil, Cylinder Oil, Machine Oil, Emery Wheels, Files, Iron and Wood Split Pulleys, Mill Dogs, Weiler Jacks, Circular Saws, Wood Sawing Machines, One Man Log Saws, Asphalt Felt Roofing, Engineless Thresher Belts a specialty.

Warerooms opposite (south) Union Railway Passenger Station, in sight of all express offices and close to all freight depots. Quick shipments. ONE TRIAL will make you a regular customer.

Miller Oil & Supply Company,
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Good Openings



The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

Saw Mill, Stave Mill, Box, Wagon, Basket and Berry Box, Hub and Spoke, Furniture or Heading Factory,

write us before locating anywhere else.

The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

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The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

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Reaches the hardwood trade.

It reaches the producers and dealers in the United States.

It is a national and not a local paper.

If you want to reach the hardwood trade,

If you want to reach it cheaply,

If you want to reach it in its own paper,

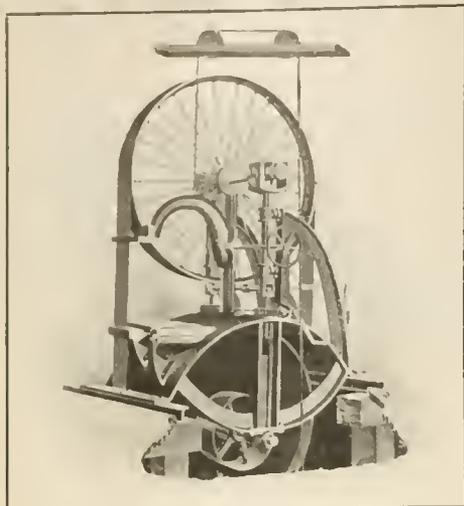
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THIS SHOWS WHAT THESE MILLS ARE
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Dear Sirs: In answer to your inquiry of February 4, will say that we are running full force and will be glad to have you and your man call on us at any time. We are cutting in frozen hemlock on an average of 32,000 feet per day, actual measurement.

Yours truly,

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This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are $3\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt and should run about 500 revolutions per minute. This mill will readily get from 10 to 15 per cent more lumber out of the same logs than can possibly be obtained by the ordinary rotary saw. It will cut lumber as smoothly and evenly as the highest priced band mill now on the market, while the cost is only about half as much as is charged for mills having eight or nine foot wheels.

We are prepared to furnish saw carriages, edgers, trimmers and everything necessary for complete saw mill equipments.

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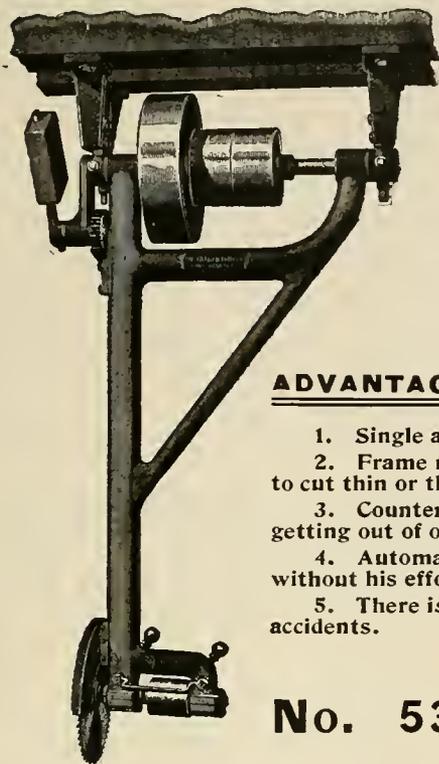
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Against fire, don't you? Why not insure against trouble as well? Use Atkins' Saws and throw care and trouble to the winds. Atkins' Saws are covered with an incontestable Warranty—proof that we protect you. Write us.

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A Swing Cut-Off Saw is indispensable in a wood-working shop, mill and factory, and something entirely new in this line is always acceptable.

ADVANTAGES ON THIS ONE THAT INSURE GOOD WORK:

1. Single arm giving strength and solidity and lasting qualities.
2. Frame raises and lowers six inches for admitting small or large blades and enabling operator to cut thin or thick stock.
3. Countershaft does not revolve, pulley being on sleeves, so there is no liability of machine getting out of order.
4. Automatic balance weight helps the operator both ways and pulls and holds blade back without his efforts.
5. There is little vibration and wear, and the patent saw guard prevents any possibility of accidents.

WRITE FOR CUTS AND TERMS.

No. 53 PATENT SWING CUT-OFF SAW.

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“SAW AND KNIFE FITTING”

MAILED ON REQUEST.

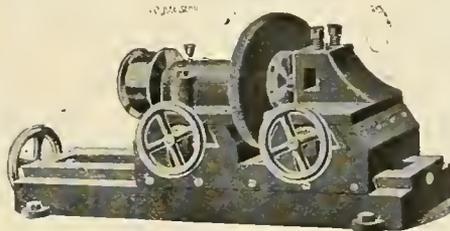
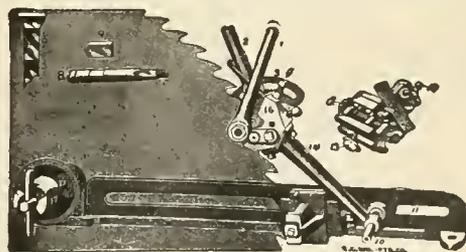
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DOUBLE CUTTING BAND SAW FITTING
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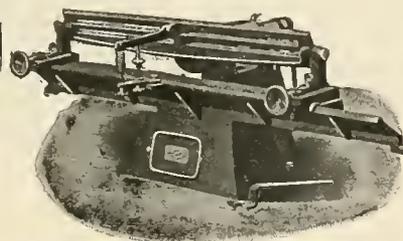
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Saw, Planing, Shingle, Stave and Heading Mills. Furniture, Box, Sash, Door, Blind, Chair, Piano, Organ, Trunk, Carriage, Wagon, Wheel, Handle, Hoop and Barrel Factories. Picture Frame, Moulding, Show-case, Veneer, Excelsior and Wood Rim Factories. Arsenals, Navy Yards, Car Works, Ship Yards, Dry Docks, Etc.



No. 27. The Bolton Band Wheel Grinder with Tool Attachment. 500 lbs. Sidedresser.

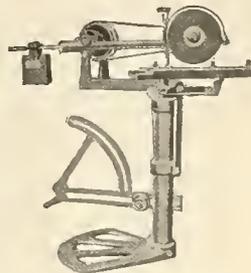


Automatic Bench Knife Grinder.

6 inch Cup Wheel. No water attachment.
No. 147, to grind knives up to 26 inches...250 lbs.
No. 148, to grind knives up to 32 inches...275 lbs.
No. 149, to grind knives up to 38 inches...300 lbs.

Hanchett Circular Swages.

No. 65. Swage without Attachments for Saws 5 to 11 gauge.
No. 65A. Swage with Bench Castings for Saws 5 to 11 gauge.
No. 66. Swage with Jointing Rig complete, for Saws 11 to 16 gauge.
No. 66B. Swage with Jointing Rig complete, for Saws 16 to 19 gauge.
No. 66C. Swage with Jointing Rig complete, for Saws 19 to 26 gauge.



No. 75. Bolton 72-inch Hand Rip and Cut-off Gummer. 450 lbs.
No. 76. Gummer as above with Planer Knife Attachment. 475 lbs. Best low price Gummer.

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TUTHILL &
BOLTON,
GRAND RAPIDS, MICH.**

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MAHOGANY THIN LUMBER VENEERS

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Write us before selling. If in the market to buy we can interest you.

L. W. RADINA & CO.

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CORRESPONDENCE SOLICITED WITH BUYERS AND SELLERS OF ALL KINDS OF

HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1 1/4 inch stock, for immediate shipment.

CLARK ST. AND DALTON AVE.



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We carry the largest stock of any supply house in the country.

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Our Chisel-Tooth Saw is adapted to all kinds and conditions of sawing and does equally well in hard or soft woods, winter or summer, large or small mills.

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Specialty of **POPLAR, OAK AND ASH.**

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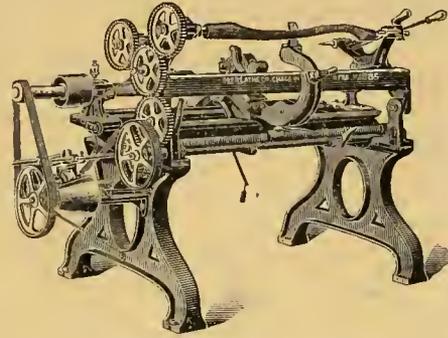
Vol. XIV.

CHICAGO, SEPTEMBER 20, 1902.

No. 12.

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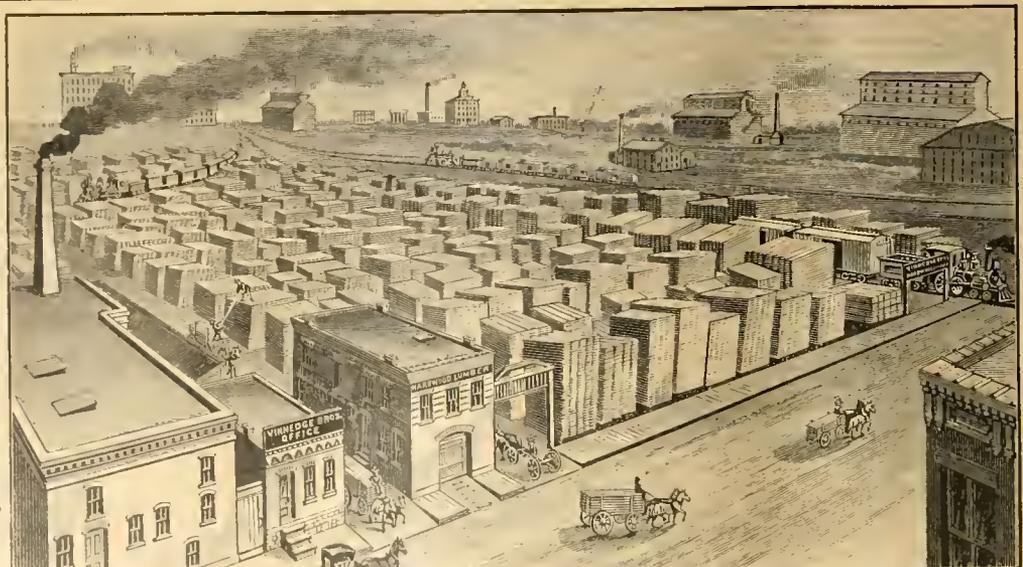
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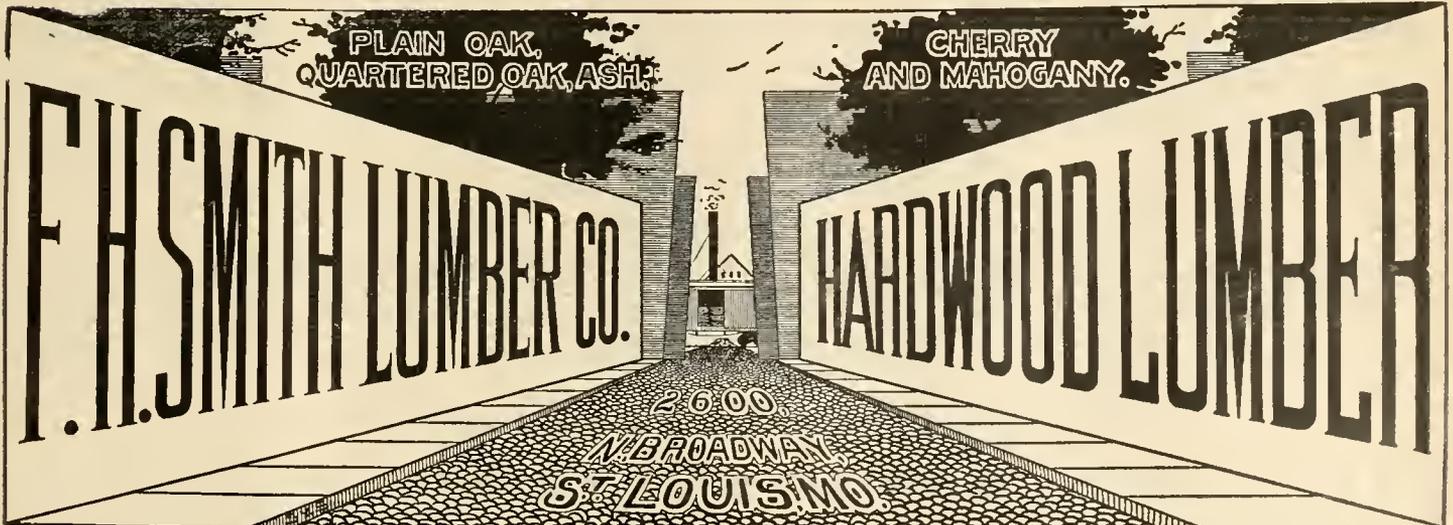
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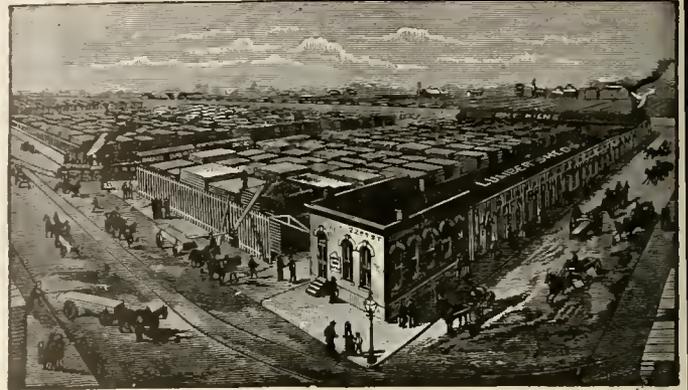
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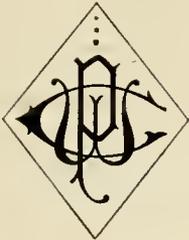
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2 inch log run Basswood.	1 and 2 inch White Oak.
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We are headquarters for Basswood products, such as Ceiling, Siding and Mouldings. Also a Fine Grade of Birch, Maple and Oak Flooring, kiln dried, end matched and bored.

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Soft Elm 1 to 2-inch thick.
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SPECIAL OFFERS.

Five cars 1-inch to 4-inch 1sts and 2nds
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Two cars 1¼-inch Common Ash.

Ten cars 1-inch 1sts and 2nds Poplar.

Twenty cars 1-inch shipping cull Poplar.

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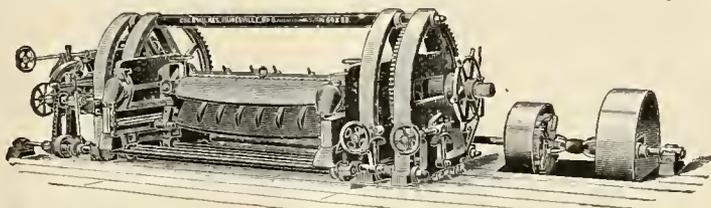
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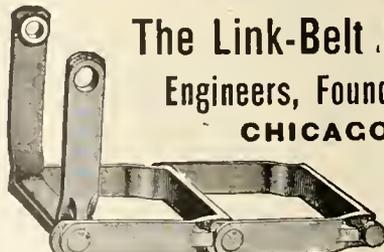
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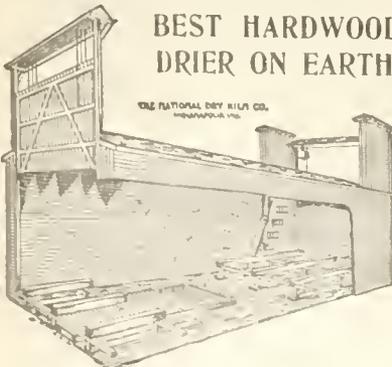
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The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS AND CAN DO THE SAME FOR YOU.

REEDSVILLE, WIS., Aug. 23, 1901.

NATIONAL DRY KILN CO., Indianapolis, Ind.

GENTLEMEN:—In regards your Moist Air Drier, I am pleased to state that it does fine work on all kinds of Hardwood, etc., which comes out in first class condition and is the best seasoned stock I have ever seen. I recommend the National Drier to anyone in need of good dry lumber.

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THE NATIONAL DRY KILN CO.
1118 East Maryland Street, INDIANAPOLIS, IND.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, SEPTEMBER 20, 1902.

No. 12

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

—BY—

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

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ADVERTISING INDEX ON PAGE 25.

THE WISCONSIN ASSOCIATION.

The meeting of the Wisconsin Hardwood Lumbermen's Association, held at Milwaukee on September 16, was of vast importance to the hardwood lumber trade and its effect will be felt for many years to come. The attendance was not large, but the character of the men present, the standing of the firms represented, and the unanimity of sentiment among those present are a guarantee that the meeting was a thoroughly representative one and that it reflected almost unanimously the sentiment of the hardwood lumbermen of Wisconsin.

A full and detailed report of this meeting will be found in another department of this paper, and we trust that our readers will carefully consider each line of it.

The Wisconsin Association has held some very important meetings and has done more, probably, than any other hardwood lumber association in shaping the history of the hardwood lumber trade during the past ten years, when practically the entire history of the trade has been made.

The Wisconsin Hardwood Lumbermen's Association is the oldest association of hardwood producers in the United States. It is two years older than the Chicago

Hardwood Lumber Exchange and four years older than the National Hardwood Lumber Association. It was the first association to call a conference on the subject of inspection rules, it having invited Chicago and Minneapolis to meet with the Wisconsin association at Marshfield for such a conference early in 1896, more than two years before the National association was organized. At that conference the Wisconsin association submitted a set of inspection rules, almost identical with the inspection rules which were adopted at St. Louis in 1902, more than six years later, and which are considered a finality.

At its annual meeting in Milwaukee on last Tuesday, the National Hardwood Lumber Association, having, after much hard work, brought the entire trade to a point which Wisconsin had reached six years earlier, the Wisconsin association adopted the National Hardwood Lumber Association's rules and approved of the plan of the inspection bureau.

There is no doubt but that the sentiment in favor of uniformity which received its start at Marshfield in 1896, resulted in the organization of the National Hardwood Lumber Association two years later; there is no doubt but that the advanced position taken by the Wisconsin association at that first meeting in presenting inspection rules based absolutely upon the prevailing custom and practices of the trade, had tremendous influence in bringing the National association to the same sensible point; but the Wisconsin association has never done the hardwood trade a greater service than it did at its last meeting, in putting its foot, in such a thoroughgoing manner, upon the neck of a determined effort that was being made to overthrow all that has been accomplished in securing uniform inspection, in which the Wisconsin association has played so important a part. And it was not a light or gentle foot such as the poet has in mind when he speaks of its ability to rush about over the spring flowers without brushing the dew away. It was a heavy and substantial pedal extremity, applied vigorously. The thing which surprises us is that those who were pushing the antagonistic movement had not greater wit than to take their wares to so unpromising a market. It would seem that a very slight knowledge of the history of that conservative and yet progressive organization would have taught them better. They lacked wit or knowledge, how-

ever, and suffered the consequences. The members of the Wisconsin association are able and progressive people, with a great pride in their association and its history, and it is the last association which we would expect to lend its influence to a retrogressive movement.

The only semblance of friction at the Milwaukee meeting arose from the uneasiness on the part of certain members that, by pursuing certain policies, the Wisconsin association might lose some of its identity. Too much cannot be said in approval of such a spirit in any association. It is the backbone of the association and is like a man's pride in his community or his country. We believe, however, that those who thought that their association might sacrifice some of its identity by a thorough affiliation with the National association, in matters of common interest, were mistaken. The Wisconsin association will strengthen the National association, but no less will the National association strengthen the Wisconsin association. Such, at least, has been the history of other organizations which have joined with the National association. The associations of Michigan, Indiana, Chicago, Cincinnati and other sections are stronger and greater for their connection with the National association, and we are certain that the same result will follow the official alliance of the Wisconsin association with the National association.

It has always been the policy of the National association to strengthen and encourage state associations to the full extent of its ability. There are many things of local importance which local associations can handle to the benefit of their members which the National association could not handle. There has always been a strong controlling element in the National association which has hindered it from wandering into local affairs of any section of the trade. It has always held a clear and consistent view that its only province was to act for the local associations in national matters.

Practically all of the members of the Wisconsin association are members of the National association, and the membership of both in the state of Wisconsin should be doubled within another year.

The Wisconsin association comes into the National association with dignity. It adopted the National association's rules, but first the National association adopted its rules.

GIVE HIM ROPE.

When something like three years ago the Northwestern Lumberman and Timberman were driven to a point where the consolidation into the American Lumberman became absolutely necessary, the Hardwood Record made a prediction. It predicted that, should Mr. Defebaugh, as editor of the American Lumberman, pursue the policy which had made his former paper, The Timberman, infamous, it, the Hardwood Record, would within three years be called upon to place a wreath upon the grave of the American Lumberman, as it had done for the Timberman.

But he did not pursue the policy of the Timberman. The hard drubbing he received during the last period of that paper's existence had taught him a lesson; and having extricated himself from the embarrassments in which his monstrous vanity had entangled him, he, for a period, conducted the new paper with circumspection and decency. During that interval, having a large field practically to himself, he brought the new paper to a condition of prosperity and influence. For Defebaugh, with his vanity held in leash, has ability of a certain kind. That ability had rapidly built up the Timberman to a certain point, but his seems a character which cannot stand prosperity. He has now brought the American Lumberman to the point at which the Timberman began to decline, and, as in the former instance, his true character is developing in all its unloveliness. At present, as in the former period, he appears to have reached a point where he believes his position is secure enough that he may do as he pleases. And when Defebaugh does as he pleases there are things doing.

The Record has been watching his symptoms closely. So long as the lesson of the decline and fall of the Timberman was fresh in his mind he behaved himself, and we let him alone. As he mounted higher and higher, however, we knew the outbreak would come. And, sure enough, it has. During the past six months Defebaugh has made more different kinds of a donkey of himself than in any other period of equal duration.

During this past six months he has insulted, in the most flagrant manner, friends, and powerful friends, who stood by him through his troubles of several years ago when he was too hard pressed to be arrogant; he has at meetings of lumbermen dictated, or attempted to dictate, the policies which should be pursued and the men who should hold the offices, saying to this man, "You can't have this" and to another, "You must do that;" but the most significant symptom in his case is his casting aside of all disguise and coming boldly forth in his old attitude to the hardwood trade.

For Defebaugh has an especial bitterness against the hardwood trade. It was

the hardwood trade which, in the old days, led the revolt against him which resulted in his overthrow. The hardwood trade repudiated him and cast him out. It sat upon him hard and often, and Defebaugh hasn't forgotten it, as his recent actions show. His recent attempt to split the hardwood trade by the organization of the Hardwood Manufacturers' Association of the United States, and thereby to defeat the movement for uniform inspection of hardwood lumber, to which the whole trade has been bending its energies for a number of years, stands, for its boldness and utter disregard for public opinion and public welfare, absolutely without parallel in the history of trade journalism.

He opposed the National Hardwood Lumber Association in the earliest stages of its existence, and endeavored to start a counter movement in the Mississippi Valley Hardwood Manufacturers' Association. At that time, however, the Record had had a two years' whirl at him, and had him groggy, and the esteemed Timberman was on the toboggan; and he covered his tracks better. The very boldness of his endeavor to push his new organization shows what confidence he has in his present position, and that his character is weak in the same old spots.

For at the recent meeting of his association in Chicago he took absolute possession of it. All other newspaper men were excluded from the deliberations. The representatives of four other lumber papers, as clean, able and influential as any four trade papers in any line of business in the United States, cooled their heels in the lobby, cards sent up with requests for admission being returned with the statement that the association was in executive session, and they could not be admitted; and yet Defebaugh and two members of the staff of the American Lumberman were in the room all the time.

The old fight between Defebaugh and the Hardwood trade is on again, only this time it will be of shorter duration. In the former unpleasantness the hardwood trade was almost entirely without organization; to-day, with its various state and local associations, all united and acting harmoniously through the National Association, the hardwood trade is the best organized of any portion of the lumber trade, and Defebaugh will find it so. The jolt he got in Wisconsin will hold him for awhile.

Another thing is that in the former unpleasantness the Hardwood Record was the "Whitewashers' Gazette" to a good many hardwood lumbermen; to-day the Hardwood Record has the confidence and esteem of ten men in the trade where the American Lumberman has that of one; and Defebaugh will find that out as he goes journeying along.

Another thing is that in the former unpleasantness the other lumber papers, not

knowing, in the chaotic conditions then prevailing, what was right and what wrong, practically remained neutral; to-day the other lumber papers are united with the Record for justice and decency. And that's another thing Defebaugh will learn as he goes journeying along.

Another thing is that the position of the American Lumberman is not so strong as was the position of the Timberman at the beginning of the former unpleasantness. The lumber trade know Defebaugh better. They know that Defebaugh, the vain and unscrupulous, is an unsafe man to have at the head of such a paper as the American Lumberman. So we do not expect the conflict to be of great duration; and we have our wreath ready.

A CORRECTION.

In the last issue of the Record our Memphis correspondent stated that the "Pritchard Lumber Company" of Indianapolis had leased the yard at Memphis formerly occupied by C. C. Mengel, Jr., & Bro. Company of Louisville, Ky., etc. This was a mistake, due to an item which had appeared in a Memphis daily paper. The yard was leased by Mr. J. M. Pritchard, but it was leased for the Long-Knight Lumber Company of Indianapolis, of which Mr. Pritchard is part owner. They have leased the yard mentioned and will operate extensively in that territory.

The Long-Knight Lumber Company is one of the oldest hardwood firms of Indiana, having been established by H. C. Long, one of the pioneers in the hardwood lumber trade. It is known throughout Indiana for its financial strength, reliability and fair dealing, and we most heartily commend it to the trade of Memphis and the South, although it is nearly as well known in that vicinity as is the Record.

The management and principal ownership of the company is vested in W. W. Knight, president, and J. M. Pritchard, secretary, both young men of sterling character, thorough lumbermen and gentlemen in every sense of the word. The Memphis yard will be in charge of Mr. J. M. Pritchard.

MARRIED.

At Marinette, Wis., September 10, Mr. Henry Perry Dutton, son of Col. W. B. Dutton of Racine, Wis., to Miss Winifred Hancock Wright, daughter of Mr. and Mrs. J. K. Wright of Marinette.

The wedding was the event of the season and was attended by a large number of people from Milwaukee, Racine, Green Bay, De Pere, Iron Mountain, as well as the society people of Marinette.

The bridal couple left on the 8 p. m. train for an extended northwestern trip, carrying with them the best wishes of a large circle of friends.

The groom is connected with C. H. Worcester & Co., cedar manufacturers of Marinette, Wis.

R. T. WITBECK DEAD.

The Hardwood Record never had a sadder task to perform than to announce the death of R. T. Witbeck, of the firm of Heath, Witbeck & Co., Chicago. I believe he was the best liked lumberman in Chicago; and those of us who knew him best not only liked him—we loved him. His was one of the finest characters I ever knew. His mind was as broad as the universe and his heart as big as all outdoors. To say he had this or that good quality is a waste of time; he had them all.

And if you could have seen his funeral—millionaire lumbermen, clubmen, clerks,

motion until he was soon a traveling salesman for T. Wilce & Co., and they will tell you he was one of the best they ever had. In 1889 he engaged in business with Mr. Ed. Heath, a young man of about his own age, under the firm name of Heath, Witbeck & Co., and the growth of their business has been rapid and uninterrupted from the first day. They were a pair of men who fitted perfectly and they built up one of the largest and most profitable hardwood lumber concerns in the West. Their Chicago yard is one of the largest and best equipped—we had almost said the largest and best equipped—of Chicago's hardwood yards. Their wholesale busi-

ness was handled through the Evansville Hardwood Lumber Company, and their northern business through the Forest Lumber Company of Wisconsin.

bereaved wife and daughter, the Hardwood Record extends its sincerest sympathy.

At a meeting held on Saturday, September 13, the Chicago Hardwood Lumber Exchange adopted the following resolutions:

Whereas, The officers and members of this Exchange have learned with profound sorrow of the untimely death of our brother lumberman, Richard T. Witbeck, a valued friend and former president of this Exchange, a man of strict integrity and business rectitude, and possessed of that happy combination of character that made him a friend of all with whom he came in contact; and

Whereas, Being desirous of expressing our feeling in reference to this sad event, and wishing to extend to Mrs. Richard T. Witbeck and to all members of his family our heartfelt sympathy and profound sorrow, therefore be it

Resolved, That we extend to the bereaved ones our tribute of affection to the memory of the one who has left us, and at the same time express our sincere sympathy and sorrow for the ones so deeply afflicted. Be it further

Resolved, That a copy of these resolutions be sent to his wife, in the hope that in her sorrow it may shed some ray of comfort to know how greatly we appreciate the memory of her husband and our friend. Be it further

Resolved, That a copy of these resolutions be placed upon the records of the Chicago Hardwood Lumber Exchange.

The directors of the Ashland Club adopted the following resolutions:

Whereas, We, the directors of the Ashland Club, have learned with profound sorrow of the death of our former associate, Richard T. Witbeck, and,

Whereas, We recognize in his death the departure of one who has ever been admired and honored by us, not only for the estimable attributes of manhood, which have characterized his life, but also for the singular traits of affability and kindness which ever distinguished his relationship toward us.

Therefore, be it resolved, That we hereby express our deep sorrow upon his death, realizing in it the loss of a kind and conscientious fellow-worker, whose memory we shall ever cherish, as that of a most estimable citizen and sincere friend.

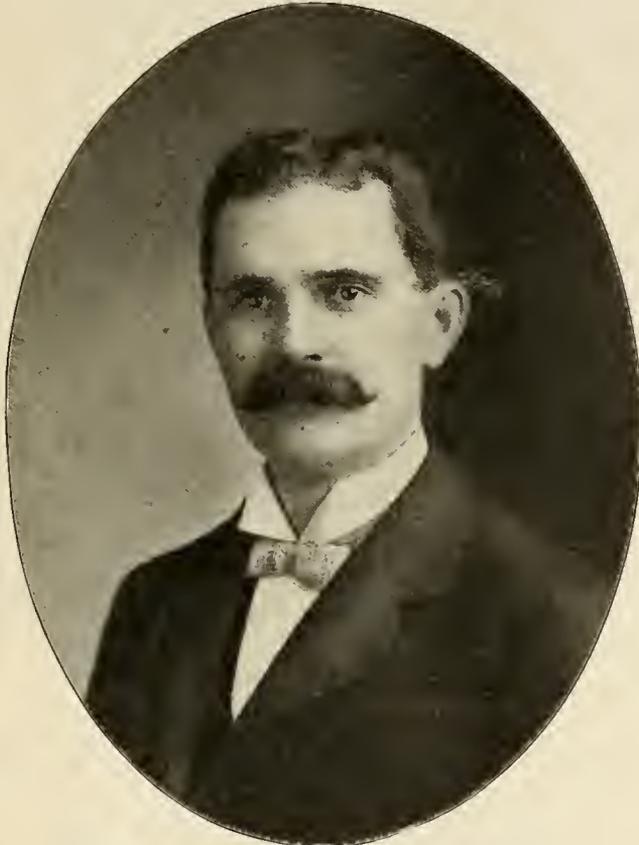
Resolved, That we extend to his family in this hour of their affliction the true sympathy of our hearts, trusting that the same Divine Providence which has decreed their suffering, may bless them with true consolation in their grief.

Resolved, That a copy of these resolutions be appropriately engrossed and presented to the family of the deceased as a tribute of our sympathy in their bereavement.

THE ASHLAND CLUB,
By Albert H. Tyrrell, Pres.
Fred G. Brooks, Secretary.

Greenman Bros. saw mill at Batesville, Ind., was destroyed by fire recently. The lumber yard was saved. Loss is estimated at about \$2,500.

It is reported that Tonawanda lumbermen have secured a tract of 400 acres of hardwood timberland in Western New York, near Salamanca. They propose to erect a large saw mill on the tract, and operations will begin at once.



RICHARD T. WITBECK. BORN 1861—DIED 1902.

salesmen, lumber pilers, teamsters—paying their last tribute in silent sorrow. One might have more brains or money or position than another, but he couldn't have more love for his dead friend or greater sorrow at his death.

I can't find much to say about Dick. The mere statement that "Dick Witbeck is dead" means so much to me and to those who knew him well that the sentences I write down seem so inadequate that I scratch them out.

R. T. Witbeck was born in Cossackie, N. Y., and faced life bravely, loyally and cheerfully for forty-one years, and died in the midst of the success and reward such living always brings.

He began his career in the lumber business as a lumber shover at \$1.50 a day, and his genial nature, his fine mind and unending industry brought him rapid pro-

gress. His business was handled through the Evansville Hardwood Lumber Company, and their northern business through the Forest Lumber Company of Wisconsin.

Mr. Witbeck was one of the charter members of the Chicago Hardwood Lumber Exchange and three times its president. He presided at the first meeting of the National Hardwood Lumber Association, acted on many of its most important committees and could have held any office within its gift, only that his great business would not permit of his giving it the necessary time. He was a member of the Ashland Club, the principal social organization on the West Side, and lived in a handsome home on Ashland boulevard.

To his surviving partner, with whom he had climbed so steadily and pleasantly to success, to his many friends and to his

JOHN SCHOEN DEAD.

The news of the death of John A. Schoen, which occurred September 9, while not altogether unexpected, was nevertheless a shock to his many friends. John Schoen will be missed in the counsels of the trade, for he was a hard-headed, broad-minded, conservative, thinking man. He was extremely popular in social and business circles and had the respect and esteem of everyone who knew him.

John A. Schoen was born July 8, 1867, at Chicago, Illinois. He was a graduate of St. Ignatius' College and attained the degree of bachelor of arts. In 1887 and up to 1895 he was engaged in the wholesale upholstering business under the firm name of John A. Schcen Lounge Company. Ill health obliged him to wind up this prosperous and growing business and seek refuge in New Mexico. He lived there ten months and returned to Chicago, apparently quite restored to health. He at once became interested with his father and brother Joseph in the wholesale hardwood lumber business—the Columbia Hardwood Lumber Company—and was president of the institution at the time of his death.

About nine months ago his old malady, tuberculosis, again assailed him, and once more he sought relief in the West, but unfortunately failed to find it. He died at Las Vegas, N. M., Tuesday, September 9, after a lingering illness. The funeral was held Saturday from the home of his parents, 555 Cleveland avenue, to St. Michael's Church, where solemn high mass was celebrated, thence by carriages to St. Boniface Cemetery.

At a meeting of the members of the Chicago Hardwood Lumber Exchange last Saturday afternoon, the following resolutions on his death were unanimously adopted:

Whereas, The officers and members of this organization have learned with sincere sorrow of the death of our late associate, John A. Schoen, of the firm of the Columbia Hardwood Lumber Company, who died at Las Vegas, N. M., September 9, and being desirous that the memory of his life may be a matter of record of this Exchange, therefore be it

Resolved, That we extend to Mrs. John M. Schoen, his children, and to the members of his family, our loving sympathy and sorrow, and if it were possible would gladly lift the burden that has fallen so heavily upon them.

Resolved, That while we reverently bow to this decree of the Maker and Ruler of all the earth, that we cannot but regret to part with one of our members, so favorably known and esteemed.

Resolved, That these resolutions be spread upon the records of the Chicago Hardwood Lumber Exchange, and that copies of same be transmitted to the family of the deceased.

The Lansing Wheel Barrow Company of Lansing, Mich., has decided to add to its plant a building in which steel scrapers will be made. The new factory will cost about \$50,000.

Wisconsin Hardwood Association

Annual Meeting.

The Wisconsin Hardwood Lumbermen's Association held its annual meeting at Milwaukee on Sept. 16, 1902, and it proved to be one of the most important hardwood lumber meetings ever held. The attendance was not so large as could have been desired, but the firms represented were among the very best and most influential in Wisconsin and they were thoroughly united in taking the steps they did, all of the large questions being carried unanimously. They passed the following resolutions:

Resolved, That we hereby endorse and adopt the inspection rules of the National Hardwood Lumber Association as our standard of inspection.

Carried unanimously.

They also adopted the further resolution:

Resolved, That we approve and endorse the plan of the inspection bureau of the National Hardwood Lumber Association.

Carried unanimously.

The adoption of the two resolutions above is of added interest because the Hardwood Manufacturers' Association of the United States was represented at the meeting by a large delegation of their strongest men, endeavoring to defeat the adoption of the National rules or endorsement of the inspection bureau. Such men as C. Crane of Cincinnati, F. C. Fisher of Coal Grove, O., and half a dozen other manufacturers and dealers were present to defeat any attempt to endorse the National association. The National association was entirely unrepresented as an organization, except, of course, for the fact that all the members of the Wisconsin association present are members of the National association, and that Mr. M. M. Wall, surveyor-general, was present as an invited guest.

Nevertheless, the Wisconsin men remained firm and while they treated the members of the Manufacturers' Association of the United States with the utmost courtesy and respect, they proceeded, while their guests occupied seats in the back of the assembly room, to go on record in favor of National inspection and endorsed the National association more strongly than it has ever been endorsed by any association.

This action is peculiarly gratifying to the friends of uniform inspection, who have been laboring, through the National association, so faithfully, for the reason that the Wisconsin association is really the originator of uniform inspection, it having called the first meeting for a conference on rules that ever was called, more than two years before the National association was organized. There is no doubt but that the sentiment engendered at that meeting spread out until it reached the

utmost parts of the hardwood trade and resulted in the organization of the National association.

Furthermore, the rules of inspection which the Wisconsin association presented at that meeting in January, 1896, are almost identical with the rules adopted by the National Hardwood Lumber Association at St. Louis last May, showing that the Wisconsin association was about six years ahead of the times.

Eighty per cent of the members of the Wisconsin association have joined the National association and worked individually to bring the inspection of the National association to where the Wisconsin association, as a body, could approve and adopt it. That point was not reached until the present time, but the Hardwood Manufacturers' Association of the United States should have known that the Wisconsin Hardwood Lumbermen's Association, with its splendid record on that subject, was the last place to go seeking aid and encouragement in a move to defeat uniform inspection.

PROCEEDINGS IN DETAIL.

Following is a detailed report of the meeting:

Promptly at 10:30 the meeting was called to order by President H. C. Humphrey.

The roll call by Secretary M. J. Colby showed the following members present:

Those present:

H. C. Humphrey, G. W. Jones Lumber Company, Appleton, Wis.

M. J. Colby, Curtis & Yale Company, Wausau, Wis.

F. H. Pardoe, Fenwood Lumber Company, Wausau, Wis.

B. F. McMillan, B. F. McMillan & Bro., McMillan, Wis.

W. J. Wagstaff, Oshkosh, Wis.

Geo. H. Chapman, Northwestern Lumber Company, Eau Claire, Wis.

Fred Reitbrock, Reitbrock Lumber & Land Company, Athens, Wis.

C. P. Crosby, Rhinelander, Wis.

C. K. Ellingson, Ellingson Lumber Company, Stetsonville, Wis.

Geo. E. Foster, Foster-Lattimer Lumber Company, Mellen, Wis.

O. O. Agler, F. W. Upham Lumber Company, Chicago.

E. P. Arpin, Arpin Hardwood Lumber Company, Grand Rapids, Wis.

The president then read the following address:

PRESIDENT'S ADDRESS.

The past year has been one of exceptional prosperity in the hardwood lumber trade; there has been no overproduction and the demand has been very active, with prices steadily advancing since the first of the year, a condition which has been eminently satisfactory to the manufacturers and which has, in a measure, enabled them to recover part of the loss they experienced last winter, owing to the short logging season and being unable to land all their logs to the mill. We hope that the present encouraging conditions may continue, but we would ask the members not to become so thoroughly absorbed in business as to lose sight of the fact that we have a state association. Give it a little of



SUPPLEMENT TO THE HARDWOOD RECORD,
SEPTEMBER 20, 1902.

Those in attendance at the Eleventh Annual Meeting of Hoo-Hoo.

your time, and make an extra effort to attend its meetings, and bring someone with you. The membership at the present time is 44, which is a slight increase over last year. This increase, small as it is, shows that we are not losing ground. Still, 38 is certainly a very small percentage of those who are interested in hardwood lumber in the state, and it is to be regretted that more of them cannot be induced to join hands with us and help to make this association of greater power and influence with the trade.

The most important question which the association has had to deal with the past year has been the matter of inspection rules, either the revision of our rules or the adoption of those of the National association. This subject is still open, but I trust will be disposed of at this time. I would earnestly recommend that the National rules of inspection be adopted by this association as official. These few men who were instrumental in bringing about this Wisconsin association and who devoted their time and energies to compiling a set of inspection rules "built better than they knew," for the result of their work can be seen in the present National rules, which are, with a few exceptions, identical with those of our association, and we think the time is now ripe to adopt them and so bring us into closer harmony with the National body. It might appear to many that should this association adopt the National rules, its usefulness as an organization is ended, but we feel that there is still a larger field of usefulness left. This association should be kept alive, if for no other reason than that of coming together twice or more times a year to discuss the trade conditions, stocks on hand, revision of prices and innumerable other questions of interest that will come up from time to time.

The transportation question should receive more attention at the hands of the association, and I would therefore recommend that a permanent railroad committee be appointed, whose duties would be to work in harmony with similar committees from other associations toward securing reasonable rates, adjustment of claims and various other matters that may come up.

There is a great deal of dissatisfaction existing among lumbermen regarding rates that are being charged by insurance companies on hardwood lumber risks, the rate having recently been advanced 25 per cent, and I have been requested to bring this matter before the association for discussion. It has been suggested that this association look into the question of organizing a mutual company to carry a portion of these risks, patterned after the Mutual company that was organized by the Retail Dealers' Association a number of years ago, and which has been able to furnish insurance to its members at a very much less cost than they could get from that a committee be appointed to investigate the stock companies; I would recommend that this question fully and report at some future meeting.

Before closing, I wish to say a few words regarding the National association. I think there are very few of us who appreciate its growth and development and influence. As its name implies, it is truly national, there being at the present time nearly 700 members located in nearly every state and territory of the Union; it has long passed the "experimental stage" and now holds the proud position of being the largest and most influential association ever organized in the interest of the hardwood lumber trade. Every member of this

association should become affiliated with the National organization, and I feel that I can render no greater service to our members than by urging the importance of this upon them.

The secretary read a detailed report of the receipts, disbursements, etc., which are not of especial interest to our readers, except as showing a very handsome financial condition, with several hundred dollars in the treasury.

A report was then called for from Mr. Wagstaff, chairman of the committee appointed to attend the annual meeting of the National Hardwood Lumber Association.



B. F. McMILLAN, McMILLAN, WIS.
Newly elected president of the Wisconsin
Hardwood Lumbermen's Association.

tion, held at St. Louis, May 15 and 16, 1902.

Mr. Wagstaff read the following report:
**TO THE MEMBERS OF THE WISCONSIN
HARDWOOD LUMBER-
MEN'S ASSOCIATION.**

At the annual meeting held in Wausau, Wis., Sept. 17, 1901, the question of inspection rules was brought up, and a committee of five, consisting of H. C. Humphrey, C. H. Curtis, W. J. Wagstaff, C. K. Ellingson and W. H. Dick, appointed to make a study of this matter, both as to changes that would be desirable in our rules, if any, and also what changes it would be wise for us to undertake to secure from the National Hardwood Lumber Association, and to report the same at a special meeting of our association to be called at some future time.

A special meeting was held in Wausau, Wis., February 14, and this committee rendered a written report to the association at that time, recommending that this association undertake to secure changes and modifications in the inspection rules of the National Hardwood Lumber Association, at their annual meeting in May, on basswood, rock elm, soft elm and birch. The changes recommended in the written report of the committee were thoroughly discussed and finally adopted, and this re-

vision committee, as named above, was duly elected as a special committee to attend the annual meeting of the National Hardwood Lumber Association at St. Louis, Mo., to try to secure the changes as agreed upon. Some discretionary power was given the committee to act for the association. Of the committee who were appointed there were but two who, owing to sickness and business engagements, were able to attend, H. C. Humphreys and W. J. Wagstaff. The instructions to said committee were to use all possible effort to secure the adoption of a revised set of rules adopted by our association, as mentioned above, copies of which have probably been furnished all the members. We were not able to secure all that we went after, but through the co-operation of Mr. B. F. McMillan we were able to secure a number of concessions; the rules as adopted by the National association, on the item of Wisconsin hardwoods that we were interested in and covering the concessions that we were able to get, were published in their general book of rules, July 1, 1902, copies of which were sent to our association, and our members have probably all been supplied, so that the question of the adoption of the National rules is up to this association.

There were some very radical changes made; one important change was putting 8-foot lengths into first and second grade, and another and very important change adopted by the National association, through the efforts of our friend, Mr. B. F. McMillan, after first being voted down good and hard, but, upon thorough consideration, was unanimously voted by the association—the eliminating of the grades of common, shipping cull and mill cull, and calling all grades below that of firsts and seconds No. 1, No. 2 and No. 3 common. The grades are all much more liberal than heretofore, and it seemed to those of the committee who have looked into this more thoroughly, that it would be to the advantage of the Wisconsin association to change our rules, so as to be in harmony with the National rules now in effect. This is merely a suggestion, as this matter is of great importance, and this association will know what they wish to do about this.

In connection with the matter of rules, a very important feature is the application of the rules; in the National association there is a committee on the revision of inspection rules; our president, Mr. H. C. Humphrey, was appointed the three-year member from Wisconsin. There is also an inspection bureau committee, of which Mr. M. M. Wall is surveyor-general, with headquarters at Buffalo, N. Y., and there are nine members, as shown on page 6 of the National Association Book of Rules, whose duty it is to work with the surveyor-general, to see that the rules are properly applied. Wisconsin has no National association inspectors, and it was suggested that I present this matter before our association, with the view of the members recommending thoroughly competent men to cover the territory well, who would be appointed and qualify, and act as National association inspectors.

Mr. M. M. Wall is with us for the purpose of explaining fully the workings of the inspection bureau committee, which he will be glad to do, at the most convenient time during the meeting, and possibly take further steps, if it is the wish of the association, toward helping those who are appointed to become familiar with the details of the work.

We have added this special subject of National association inspector to our report to save time, and this report can be

taken up in detail and acted upon by the association as it thinks best.

W. J. WAGSTAFF,
Chairman of Committee.

Upon motion of Mr. Chapman, the committee's report was approved.

Mr. B. F. McMillan obtained the floor and made a supplementary verbal report, stating that the committee had been very kindly received at St. Louis, that their suggestions and recommendations had received the fullest and fairest consideration, and that the rules, as finally adopted by the National association, were satisfactory to the committee, and he thought that the Wisconsin association should adopt the rules of the National Hardwood Lumber Association, not only upon northern woods, but upon all woods.

He said: "There is no hardwood lumber which grows in the United States that is not used in Wisconsin; and even if we had no direct or personal interest in the matter, it is our duty to endorse all the rules of the National association. We only want one set of rules in this country and if we do not hold to this line of policy there may spring up another association in some other section which will refuse to endorse the uniform rules in which we are interested.

"I regret the small attendance here today, but the members of this association are very busy at the present time and there is but little doubt in my mind but that they are all of one opinion in this matter. The small attendance only increases the responsibility placed upon those present, and I think it is of vast importance for all our members who have not already joined to become members of the National Hardwood Lumber Association.

"This association is making and saving us money every day, and it is our duty, as business men who wish to fulfil their obligations, to join this National association and bear their proportion of the work and expense.

"Some members may fear that the National association will absorb the Wisconsin association, but that is a mistake. It will make the Wisconsin association stronger than ever. This association is the father of uniform inspection and it will exist, I hope and believe, as long as there is a hardwood tree in the state of Wisconsin. But we will lend the National association strength and they will lend us strength and we should, so far as possible, work together to common ends."

At the close of Mr. McMillan's report it was moved that the thanks of the association be given those who attended the St. Louis meeting for their earnest efforts. Motion carried.

The president then called for the report of the committee on price list, but the committee asked for further time.

Mr. B. F. McMillan introduced the following resolution:

Resolved, That we hereby endorse and adopt the rules of inspection of the Na-

tional Hardwood Lumber Association as our standard of inspection.

Mr. Ellingson moved the adoption of the resolution, seconded by Mr. Colby. There was some discussion of the question before it was submitted to a vote, but that discussion consisted entirely of the members expressing approval of uniform inspection and of the adoption of the National rules.

Mr. C. P. Crosby called the attention of the meeting to the fact that he had been advocating the adoption of the National rules for some time and was certainly strongly in favor of doing so at this time.

Mr. Reitbrook was strongly in favor of adopting the rules and urged upon the members to use them to the full extent of their ability, as it was the use of the rules more than the adoption which would forward the work of uniform inspection, in which the entire lumber trade was so much interested.

Several other members had something to say, all along the same line. Then the motion for the adoption of the resolution was put and carried without a dissenting vote.

Mr. McMillan then introduced the following resolution:

Resolved, That we approve and endorse the plan of the inspection bureau of the National Hardwood Lumber Association, and moved its adoption. Mr. McMillan said:

"In moving the adoption of this resolution, my desire is to have this association lend its support and endorsement to one of the ablest, if not the ablest, department or bureau of any lumber organization in the United States."

Before the vote was taken, Mr. M. M. Wall, surveyor-general of the National association, was called upon to explain the workings of his bureau. This Mr. Wall did in a manner beyond criticism. He said in part:

"Gentlemen, I thank you for your invitation to be present at this meeting, to meet with your association and confer upon the matter of inspection.

"The first object of the National Hardwood Lumber Association, in which we have all been working so faithfully, was to secure the adoption of a set of inspection rules which might be generally satisfactory to the trade of the entire country. After two or three years of effort in this direction, the association succeeded, in a measure, and then came the second question of almost equal importance, regarding the uniform interpretation and application of the uniform rules. This is a matter of vast importance to the hardwood lumber trade. Uniform rules are a good thing, but their value is increased many fold if the lumbermen may secure uniform application of these rules, so that a car of lumber loaded in Wisconsin will pass in New York or Boston or any other part of this country. A shipper in Wisconsin may load a car of lumber on his interpretation of the National rules, and when the lum-

ber arrives at some distant market the buyer may, by placing his interpretation upon the rules, show almost as great a difference in value as is shown under the old system of each section having a separate set of rules. What the inspection bureau was organized for and what it is gradually succeeding in doing, is to make uniform application of our uniform rules throughout all sections of the country.

"Under the workings of this bureau a lumber contract is good for its face value. That contract is being used almost entirely in the state of Michigan, and it constitutes the only really good hardwood lumber contract I knew of. At present, of course, the shippers of lumber are having but little difficulty in having the buyers fulfil their contracts, but the time will come, maybe in the near future, when the shoe will fit the other foot and if your contracts are made based on National inspection, no buyer can use the old plan of breaking a contract by disagreeing with you on inspection.

"I came here to-day to consult and advise with you, gentlemen, regarding the organization of the inspection bureau in your state, and I wish to impress upon you the fact that there is no desire on the part of the National association to take the control of your inspection away. I want the assistance of your association and of the Wisconsin lumbermen generally. I want you to advise me and to recommend good men for appointment, and will assure you that no man distasteful to this association, or to the members of the National association in this state, will be appointed as an inspector of the National association. Conditions vary greatly in the hardwood trade in different sections of the country, and the people engaged in the lumber business in Wisconsin know better how that business should be handled than anyone else, and I am here to advise with you as to how the work of this state may best be made successful. It is the policy of the inspection bureau to encourage local control of inspection in so far as it may be done without interfering with the fairness, justice and reliability of the work of this bureau. The first object of the inspection bureau is, of course, to have the work done by its inspector fair, just and uniform throughout the country. That is the prime consideration, of course, but the lumbermen in each locality who are members of the National association know more of needs and conditions than it is possible for me to know, so that it is the policy of this bureau, that so far as it may be done without interfering with the intention of this bureau, that its work shall be right and just. I depend upon the lumbermen of the various localities for assistance and hold them responsible for results.

"Our work is progressing favorably, although it may appear slowly to some who do not know what is being done.

"Starting with seven inspectors for the

first year, we now have over sixty in the third year, and the amount of our work has doubled and trebled until I am more than pleased with the progress we are making, and it is only a question of a short time until, under the present rate of progress, the inspection of a large percentage of the hardwoods of the United States will come under the jurisdiction of this bureau." At the close of Mr. Wall's address, the

resolution referred to above was adopted unanimously.

The meeting then adjourned to meet at 2 o'clock, at which time the committee on price list was to report.

During the noon hour the committee representing the Hardwood Manufacturers' Association of the United States met with the Wisconsin Association in executive session.

AFTERNOON SESSION.

At the afternoon session the committee on price list made their report, which, with some changes, was adopted as below:

Upon motion the chairman was instructed to appoint a committee to recommend inspectors to Mr. Wall for appointment throughout the state of Wisconsin.

Election of officers and directors resulted as follows:

PRESIDENT.

B. F. McMillan, B. F. McMillan & Bre., McMillan.

VICE-PRESIDENT.

F. H. Pardoe, Fenwood Lumber Company, Wausau.

SECRETARY AND TREASURER.

M. J. Colby, Curtis & Yale Company, Wausau.

DIRECTORS.

T. D. Kellogg, T. D. Kellogg Lumber & Manufacturing Company, Antigo.

C. K. Ellingson, Ellingson Lumber Company, Stetsonville.

C. S. Curtis, Curtis & Yale Company, Wausau.

G. H. Lusk, Nye, Lusk & Hudson, Thorp. John S. Owen, John S. Owen Lumber Company, Eau Claire.

W. J. Wagstaff, W. J. Wagstaff, Oshkosh.

PRICE LIST COMMITTEE.

W. J. Wagstaff, W. J. Wagstaff, Oshkosh.

W. H. Dick, Meiklejohn & Hatten Lumber Company, New London.

C. S. Curtis, Curtis & Yale Company, Wausau.

NEWS SUMMARY.

A. H. & Grant Faith of Washington, Ind., have purchased a saw mill outfit which will be shipped to Arkansas and erected on a tract of timber which they purchased there recently.

The lumber operations of Jerome Moltz and J. A. Beeber of Williamsport, Pa., near Marion, Va., are assuming large proportions. They are constructing a railroad from their mill plant to Marion, and a big saw mill is going up. The town will be named Beebertown in honor of Mr. Beeber, and is expected to be in operation by November 1.

E. H. Walcott has been engaged by the firm of Burt, Page & Co., of New York City, to go to the Philippine Islands and construct a saw mill for the company. The mill is to be erected near the eastern shore of the Island of Luzon. The equipment will be shipped from the United States.

The Yazoo Lumber Company, with a capital stock of \$50,000, is a recent corporation, and will do a lumber business at Yazoo City, Miss.

The Michigan & Mississippi Land & Lumber Company, capitalized at \$150,000, was incorporated at Jackson, Mich., recently. They will do business in Michigan and Mississippi, with head office at Jackson, Mich.

Official car-load price list of the Wisconsin Hardwood Lumbermen's Association. Adopted and effective May 26, 1902. Prices f. o. b. Wausau, Wis., freight rate.

	Firsts	No. 1	No. 2	No. 3
Ash—				
1-inch.....	\$28.00	\$18.00	\$ 8.00	\$5.00
1¼-inch to 1½-inch.....	30.00	19.00	10.00	5.00
2-inch.....	31.00	20.00	10.00	5.00
2½-inch and thicker.....	36.00	22.00	10.00	5.00
1-inch No. 1 common and better.....	\$23.00			
1-inch log run (No. 2 common and better).....	18.00			
Birch (Mixed Color)—				
1-inch (red out).....	24.00	13.00	7.50	4.00
1¼-inch to 1½-inch.....	26.00	15.00	8.50	4.00
2-inch.....	28.00	17.00	8.50	4.00
Red, 1-inch.....	34.00	22.00	12.00	4.00
1¼-inch to 1½-inch.....	36.00	24.00	14.00	4.00
2-inch.....	36.00	24.00	14.00	4.00
2½-inch and thicker.....	39.00	27.00	14.00	4.00
1-inch log run (No. 2 common and better).....	\$14.00			
Butternut—				
1-inch.....	32.00	22.00	12.00	6.00
1¼-inch to 1½-inch.....	34.00	24.00	14.00	6.00
2-inch.....	36.00	26.00	14.00	6.00
Basswood—				
1-inch, 5-inch to 11-inch, 10-foot to 16-foot.....	25.50	18.50	12.00	8.00
12-inch.....	30.00			
13-inch and wider.....	32.00			
1¼-inch to 1½-inch.....	28.00	20.00	13.00	8.00
2-inch.....	30.00	20.00	13.00	8.00
1-inch No. 2 and 3 common.....	\$10.00			
Soft Elm—				
1-inch.....	22.00	12.50	8.00	6.00
1¼-inch, 1½-inch and 2-inch.....	23.00	12.50	9.00	6.00
2½-inch and thicker.....	25.00	14.00	9.00	6.00
1-inch log run (No. 2 common and better).....	\$12.50			
1-inch No. 1 common and better.....	16.00			
Rock Elm—				
1-inch, 1¼-inch, 1½-inch and 2-inch.....	26.00	16.00	8.00	5.00
2½-inch and thicker.....	32.00	20.00	9.00	5.00
1-inch to 2-inch log run (No. 2 common and better).....	\$14.00			
1-inch to 2-inch No. 1 common and better.....	20.00			
2-inch to 3-inch bridge plank.....	10.00			
Of one length.....	12.00			
Red Oak—				
1-inch.....	36.00	26.00	15.00	7.00
1¼-inch, 1½-inch and 2-inch.....	39.00	29.00	16.00	8.00
2½-inch and thicker.....	45.00	35.00	20.00	8.00
1-inch wormy, No. 1 common and better.....	\$12.00			
White Oak—				
1-inch.....	34.00	24.00	15.00	7.00
1¼-inch to 1½-inch.....	36.00	26.00	16.00	8.00
2-inch.....	37.00	27.00	17.00	8.00
2½-inch and thicker.....	38.00	28.00	18.00	8.00
Hard Maple—				
1-inch.....	18.00	12.00	6.00	4.00
1¼-inch to 1½-inch.....	20.00	13.00	6.00	4.00
2-inch.....	20.00	13.00	6.00	4.00
2½-inch and thicker.....	22.00	14.00	10.00	4.00
1-inch to 2-inch log run (No. 2 common and better).....	\$12.00			
Soft Maple—				
1-inch to 2-inch log run (No. 2 common and better).....	\$12.00			

Official weights as follows:

	Pounds.		Pounds.
Ash.....	3,500	Rock elm.....	4,000
Birch.....	4,000	Hard maple.....	4,000
Butternut.....	2,500	Soft elm.....	3,000
Soft maple.....	3,500	Oak.....	4,000
Basswood.....	2,500		

M. J. COLBY, Secy.-Treas.

Eleventh Hoo-Hoo Annual

The concatenated Order of Hoo-Hoo held their eleventh annual convention at Milwaukee, Wis., commencing Tuesday morning of last week. It was very largely attended and proved to be one of the most successful meetings ever held since the organization was started. A noticeable and pleasant feature of the meeting was the presence of a large number of ladies, and the entertainment program was arranged to a great extent for their particular benefit.

THE BUSINESS PROGRAM.

The first session of the meeting was called to order at 9:09 a. m., on the ninth day of the ninth month. The roll call was made immediately, after which the Snark of the Universe, A. H. Weir of Lincoln, Neb., read his annual report. Using the symbolic figure nine, the report was given under nine different heads. Section 1 referred to "vicegerents and vicegerencies," and the idea conveyed was that "if the order has a 'keynote' with which all its work and influence and substantial progress and development is attuned, it will be found in the office and work and influence of the vicegerent. If he is active and energetic, enthusiastic and forceful, the order flourishes. If he is indifferent and careless, the order languishes." He recommended that the size of the vicegerencies be reduced and that each brother add the snark and scrivener in securing good working officials.

Section 2 recommended that the constitution and by-laws be so changed as to make eligible to elective office only those who have served at least one term in appointive office—those who had served a year as a vicegerent would thus become eligible to membership on the supreme nine. This would, in his opinion, elevate the office of vicegerent, it would mean recognition for efficient service, and members would be inclined to consider the appointment as vicegerent as desirable.

Section 3 related to organization, and in effect was that the vicegerencies be given a more definite and efficient organization, and that some provision be made for an annual meeting in each vicegerency. This section also recommended that the Junior Hoo-Hoo should be a regularly appointed officer in each vicegerency.

Section 4 referred to the ritualistic work, the chief purport of which was the advisability of changing the work so that the initiatory ceremony would become more impressive and to eliminate unworthy or objectionable features.

Section 5 recommended that a "special committee" on location be appointed at each session, to have the matter of the next place of meeting under consideration and to report at the ensuing session their

recommendations as to where the next meeting should go.

Section 6 referred to the membership limit, which numerically had almost been reached. The recommendation of the snark was:

1. That the limit of membership be retained and that when the number 9,999 had been reached that no higher number be issued.

2. Members received after the limit has been reached to be placed in a new series and numbered consecutively from one up. That is, open a new series to be known as "Series A." The first member received after the limit will be "Series A No. 1," or simply A 1, A 2, etc.

Section 7 touched upon the relief work of the order, but no definite plan was suggested. He hinted that it might be the part of wisdom to organize a department under some form of mutual insurance. Under present circumstances the order could not go beyond temporary and immediate relief in urgent cases. He thought it the duty of the members in each vicegerency to take care of the ordinary cases originating in their territory.

Section 8 referred to that part of the order now known as the Osirian Cloister, which Snark Weir characterized as destined to become the great social feature of the order, but that there was anything exclusive or of a class character about it he denied. No one but a member of Hoo-Hoo can be admitted, and eligibility depends on past official service or recommendation of a member of the cloister.

Section 9 completed the report and contained an appeal for careful and earnest consideration of the interests and subjects presented in the other eight sections.

It was a carefully prepared, thoughtful and exhaustive document, and was received approvingly by the members present.

Scrivener Baird's report was a complete summary of the year's business in the order. The receipts of the year amounted to \$13,821.04, and disbursements \$13,840.37, with a balance on hand of \$4,477.39. He reported that 79 concatenations had been held during the current year, with eight life members, six honorary members and 1,131 regular members as a result.

The reports of the snark and the scrivener had been printed and were distributed among the members for further attention.

Immediately following, the session open to the public was called to order by ex-Snark N. A. Gladding, who had been chosen to preside. In a happy speech he introduced ex-Governor Upham, who at the last moment had been requested to welcome the guests instead of Mayor Rose, who had been suddenly called out

of town. The governor was extremely felicitous in his remarks and was given the Hoo-Hoo yell, as was Chairman Gladding on taking the chair.

Snark Weir responded on behalf of the order; W. I. Ewart, High Priest of Osiris, responded on behalf of the Osirian Cloister, and J. E. Defebaugh on behalf of the "House of Ancients."

Before noon adjournment the following committees were announced:

Resolutions—F. H. Gilman, chairman, Minnesota; R. W. English, Colorado; C. D. Rourke, Illinois; Harvey Avery, Louisiana; Joseph Myles, Michigan; George E. Watson, Missouri.

Place of Next Meeting—F. N. Snell, chairman, Wisconsin; Curt M. Treat, New York; C. H. Johnson, Illinois; T. W. Griffiths, Jr., Texas; Joseph Oppenheimer, Illinois.

Distribution—C. V. Kimball, chairman, Illinois; J. R. Roper, Michigan; J. J. Campion, Ohio.

Complaints—T. W. Dobbins, chairman, Ohio; B. F. Williams, Texas; B. F. McMillan, Wisconsin.

Legislation—N. A. Gladding, chairman, Indiana; C. H. Moore, Texas; M. A. Hayward, Ohio; H. H. Hemenway, Colorado; James Brizzolara, Arkansas.

Good of Order—George B. Maegley, chairman, Kansas; J. Lee Ensign, Georgia; C. H. Stanton, New York; Harry Gorsuch, Missouri; James Wilson, Jr., Ohio.

Constitution and By-Laws—W. E. Barns, chairman, Missouri; George Schwartz, Missouri; Ed. M. Vietmeier, Pennsylvania; C. F. Braffett, Illinois; E. Stringer Bogges, West Virginia; W. M. Stephenson, Minnesota; George V. Denny, Georgia.

New Ritual—Platt B. Walker, chairman, Minnesota; B. A. Johnson, Illinois; J. E. Defebaugh, Illinois; Cliff S. Walker, Ohio; Carl F. Drake, Texas.

Auditing—D. Tramway Call, Texas; O. E. Yaeger, New York; W. C. Fellows, Alabama.

Press—B. F. Cobb, chairman, Illinois; Sam K. Cowan, Tennessee; C. A. Newning, Texas; Charles H. Adams, Michigan; A. M. Ramsey, Georgia.

The annual concatenation took place Tuesday evening and was witnessed by fully 200 members. The officers of the occasion were:

Snark—A. H. Weir.
Senior Hoo-Hoo—W. H. Norris.
Junior Hoo-Hoo—George B. Maegley.
Bojum—James Brizzolara.
Scrivener—A. L. Annes.
Jabberwork—L. E. Fuller.
Custodian—George V. Denny.
Arcanoper—E. Blaisdell.
Gurdon—C. F. Braffett.

There were seventeen initiates, as follows.

Earl Hayes Cradford, S. Crawford & Sons, Cedar River, Mich.
George Decatur Fellows, Racine, Wis.
William Cooper Sargent, Chain Belt Company, Milwaukee.
Earl Oshkosh Kenyon, Paine Lumber Company, Oshkosh, Wis.
Harlan Page Hubbard, E. C. Atkins & Co., Indianapolis, Ind.
Fred William Rockwell, Rockwell Manufacturing Company, Milwaukee.



W. H. NORRIS, HOUSTON, TEXAS.
The New Snark of the Universe.

George Slugger Dennis, Perkins & Co., Grand Rapids, Mich.

Nye Corbett Jordan, South Arm Lumber Company, Milwaukee.

Walter Thomas Wright, Cream City Sash & Door Company, Milwaukee.

Joseph Siegmund Reik, Roekwell Manufacturing Company, Milwaukee.

Rutherford Hayes Macrorie, Daily Republican, Davenport, Ia.

William Alva Whitman, South Arm Lumber Company, Milwaukee.

Fred John Erfert, A. G. F. A., Wisconsin Central Railway Company, Milwaukee.

Arthur Garfield Ellis, Wright Lumber Company, Milwaukee.

Morton Joseph Ragley, W. G. Ragley & Son, Timpson, Tex.

Fred Goodbelt Mahler, Western Rawhide & Belting Company, Milwaukee.

David Edgar Crawford, S. Crawford & Sons, Cedar River, Mich.

It was one of the most interesting events of the session. Some new and original ideas were introduced and after the concatenation an "on the roof" session was held, which was all that could be desired.

On Wednesday morning the several committees began sending in their reports. As was expected, the auditing committee found that Jim Baird's accounts were all straight.

The committee on location reported in favor of Buffalo.

J. E. Defebaugh proposed the following resolution, which, after considerable discussion, was adopted unanimously:

Whereas, The primary object of the Concatenated Order of Hoo-Hoo, as exemplified in its motto of "Health, Happiness and Long Life," is to promote a feeling of good-fellowship and to bring out the social qualities among those in similar lines of trade, making them eligible for membership; and

Whereas, The organization has been completed of the House of Hoo-Hoo, the same having for its object the building of a clubhouse on the grounds of the Louisiana Purchase Exposition, to be held in St. Louis in 1904, this clubhouse to be a home for Hoo-Hoo and all who are eligible for membership in Hoo-Hoo; be it

Resolved, That it is the sense of this meeting that if the objects of Hoo-Hoo are worthy, those of the House of Hoo-Hoo are also worthy, that the building of a home for Hoo-Hoo is a furtherance of the fundamental principle of Hoo-Hoo. That it is a worthy method of promoting the interests of the order and should be supported by all members of the order. Be it further

Resolved, That this meeting does hereby indorse the plans and objects of the House of Hoo-Hoo, deeming them in full accord with the objects of the order: That it believes much good can be done for the Order by the erection and maintenance of this building and that it recommends it to all Hoo-Hoo with the request that they become members of same.

The report of the committee on revision of the ritual was as follows:

It is manifestly impossible for your committee in the limited time allowed them to attempt any material revision of your ritual, much less write a new one. This report will therefore be confined to suggestions.

For the purpose of convenience this subject will be sub-divided into three sections, namely, the ritualistic, the Junior work and the secret section.

We do not believe that it is advisable to change very materially the ritualistic part of the work, under which our initiations have been conducted for a number of years, for the reason that only by acquaintance and familiarity with any ritual can any body of men expect to conduct an entertaining or impressive initiation. We would, however, suggest that this ritual be revised and made to conform with the advanced ideas which the Hoo-Hoo order reached through study and experience.

The report of your committee on revision of ritual, made a year ago, was confined exclusively to a discussion of the junior work. We heartily indorse the sentiments and recommendations at that time made. This section is devised for the purpose of affording amusement to the members present, but unfortunately, through the exuberance of some of the members or officers, candidaees are sometimes subjected to unadvisable treatment. We, therefore, recommend some regular form of initiation to be supplied for the Junior work, with a limitation placed upon any special features which are introduced.

The secret work is crude and much of it obsolete. This should be remedied.

We would recommend that a special committee on the revision of the ritual be created at this session, and that the House of Ancients be selected as such committee.

Thursday was the last day of the session and was used to hear final committee reports, election of officers and unfinished business of whatever nature. A special committee had been appointed, consisting of B. F. Cobb, E. H. Defebaugh and W. E. Hall, to present a resolution in commemoration of the many great and notable Hoo-Hoos that had passed away during the year. Their report, which was as follows, was adopted by a rising vote:

On this, the occasion of our eleventh an-

nual gathering, as we enjoy the pleasure of renewing the ties of kinship and friendship, we are reminded of our loss of fifty-seven brethren who have responded to the call of the Angel of Death during the last twelve months.

As we look over the list we are impressed with the idea that each year the members of Hoo-Hoo grow dearer to us. We have learned to know them better, to appreciate and love them more, so that we miss the familiar faces and their kindly greeting. The death roll of the past year is greater among the staunch and loyal supporters of Hoo-Hoo, those who have made Hoo-Hoo possible, than in any previous twelve months. Words will not express or thought portray only in a small measure what they have been to us; and as we miss them at our yearly gathering, we are further reminded of the greater loss to those who were bound to our brethren by closer ties. In the list of our deceased friends we find that the name of C. W. Goodlander heads the list. Who does not remember the genial Charlie, a prince of good fellows? A. A. White, who was taken in the prime of life, practically in the noonday of a successful business career. We miss him because he was a worker among us, also because of his sterling worth as a man and brother. G. Fred Stevens. Who among us has not listened to his entertaining stories and experienced the hearty grip of his hand? We mourn R. H. Vidmer, who was with us hale and hearty one year ago, and was killed in an accident when responding to the call of duty. L. L. Hunter, returning from his vacation, was the victim of a steamboat accident, and when we heard of it our hearts stopped beating for a moment, and we thought, can this be possible? Charles F. Degen, a man who was loved by all who knew him and who seemingly had the most of life before him, is gone, and we say, in the midst of life we are in death. There's our companion and friend, Frederick J. Cook. He was called hence on the eve of enjoying a beautiful home life and a successful business career. We re-



ORSON E. YEAGER, BUFFALO, N. Y.

Secured the next annual for Buffalo and was elected Jabberwock on the Supreme Nine.

member him as writing this official report at Dallas three years ago.

We have named but a few of our brethren, not because we do not miss the others, but because we have no words fully to express our loss for those who have in the past stood by us in our beloved organization. We know not who of us will cross the river before our next annual, but whosoever it may be, let us trust that the remaining brothers may have of them as kindly remembrance as we have for those who have already gone before.

The committee on constitution and by-laws recommended that the ones at present in force be not changed. On top of this report, however, came the question of the numbering of the members of the order after 9,999 had been reached. After considerable discussion it was moved and adopted that the recommendation of the snark in his annual report be accepted.

The committee's report on resolutions was read and adopted as follows:

The committee on resolutions begs leave to submit the following resolutions:

Whereas, The eleventh annual meeting of the Concatenated Order of Hoo-Hoo is about to be adjourned, thus ending a most interesting fraternal gathering of brothers in Hoo-Hoo, a meeting that has resulted in earnest deliberation and careful legislation for the good of the order that we believe must surely redound to its great benefit in not only the year but the years to come;

And having been received most hospitably and entertained most royally in this fair city on the west shore of Lake Michigan, where it has seemed that not only have our brother Hoo-Hoo of Milwaukee, but its people in general, made us feel as if we were their guests and that the city was ours;

Therefore, your committee believes it to be fitting that it be

Resolved, That the thanks of the members of the order be given to our Past Snark of the Universe, Mr. A. H. Weir, of Nebraska, for the conscientious manner in which he has not only discharged the duties of his office during the past year, but also for the earnest attention he has given to the welfare of the order and the hard work he has done toward making it all that our highest desires would have it be, and that in his retirement to the House of Ancients he has the best wishes of all Hoo-Hoo; and at the same time that we express to all the other members of the Supreme Nine our thanks for the zealous work they have done since the last annual meeting in looking after the welfare of the order in their jurisdiction and in supporting the Snark of the Universe.

Resolved, That we do thank the Hoo-Hoo of Milwaukee, and of the state of Wisconsin, for the loyalty they have shown to the order and the hospitality they have extended to us who have come from other states, and particularly to the Vicegerent of Wisconsin, J. J. Williams, to the Milwaukee committee on arrangements and finance, to the local reception committees and to that loyal Hoo-Hoo and prince of good fellows, Frank N. Snell, of Milwaukee, chairman of the committee on arrangements, for the masterly way in which he planned and carried out every detail of the care and entertainment of the visiting Hoo-Hoo, making our stay in Milwaukee one continual round of pleasure and an occasion never to be forgotten, thus carrying out the pledge he made at Norfolk a year ago to-day, to the effect that if we

came to Milwaukee this year the city would be ours.

We congratulate the local committee on arrangements on devising the novel plan of registering and numbering those attending the annual meeting, and would recommend the idea to those having in charge the arrangements for annual meetings in the future as a permanent feature of the meetings. We also wish the members of the ladies' reception committee to know that we appreciate the kindness and courtesies they have extended to our visiting ladies, and in this connection we believe it appropriate to congratulate the order upon the large number of ladies that have attended this annual meeting—larger than ever before—a feature of our meeting that is commendable and we trust will be emphasized in the future; and be it further

Resolved, That we will ever remember with gratitude the fact that our entertainment during our sojourn in the city of Milwaukee was made possible by the financial support the above mentioned committees received from our real hosts of this meeting—the Allis-Chalmers Company, the Filer & Stowell Company and Charles W. Pfister—and we assure them that we appreciate their kindness and liberality, and we would suggest that the members of the order make special effort to reciprocate whenever the opportunity may occur.

And that we here record our appreciation of the kindness as well as the thoughtfulness of the Chain Belt Company of Milwaukee, for the beautiful badges furnished our members attending this meeting. These badges have been pronounced by all as the finest that have ever been worn at an annual meeting, and their presentation to the visiting Hoo-Hoo by this company was a courtesy deserving of commendation.

We are also under obligations to the Pabst Brewing Company of Milwaukee for the kind invitation to visit their great plant for making that which has made Milwaukee famous, and for attentions shown.

And that we, in conclusion, extend our thanks to the hotels of Milwaukee for caring for us, at a time when so many thousands of strangers are in the city, and especially to the Hotel Pfister management and its efficient staff for the every care and attention given to us, for the use of its parlors, lobby, club rooms and banquet and meeting halls, and for the many other courtesies extended, and to all others who have assisted in making the eleventh annual meeting the great success from a business and social point of view that it has been.

The closing business of the day and practically of the meeting was the election of officers for the ensuing year, and resulted with but little contest as follows:

Snark of the Universe, W. H. Norris, Houston, Tex.

Senior Hoo-Hoo, Geo. W. Schwartz, St. Louis, Mo.

Junior Hoo-Hoo, F. N. Snell, Milwaukee, Wis.

Bojmm, James Wilson, Jr., Wapakoneta, O.

Scrivenoter, Jas. H. Baird, Nashville, Tenn.

Jabberwock, Orson E. Yeager, Buffalo, N. Y.

Custodian, Victor H. Beckman, Seattle, Wash.

Arcanoper, V. C. Davenport, Salida, Colo.

Gurdon, Harvey S. Averys, New Orleans, La.

Before final adjournment the following

resolution, introduced by Geo. V. Denny of Georgia, was passed:

Resolved, That a committee of three be appointed at this annual meeting by the snark, to have designed, copyrighted, and manufactured a suitable emblem to be presented to each of the past snarks, the emblems to cost not more than \$99.99 each.

THE ENTERTAINMENT FEATURES.

This portion of the program was without exaggeration the very best in the way of variety and selection that Hoo-Hoo has ever partaken of.

In the first place, the Pfister Hotel people did everything in their power to make the stay of the guests pleasant. Charles F. Pfister was one of the real hosts of the occasion and the hotel was made the headquarters. All who were domiciled there will testify as to the merits of this famous hostelry, both as to appointments and service, and the cuisine has no superior in the country.

Tuesday afternoon a boat ride for the ladies had been scheduled, but the lake was so rough and the weather so cool that at the last minute Thursday afternoon's program was substituted instead, and the entire party were given a trolley ride. The places of interest visited were the Filer & Stowell Company's big saw mill machinery plant, the old plant of the Allis-Chalmers Company, and the immense new plant of the Allis-Chalmers Company at West Allis. These two companies were also large contributors to the entertainment fund and to whom Hoo-Hoo and their ladies are especially indebted for the royal entertainment during their entire stay.

In the evening, while the concatenation was in progress, the ladies were given a theater party at the Davidson Theater, where they enjoyed a splendid performance of Florodora.

Wednesday morning came the tally-ho ride for the ladies. It was thoroughly enjoyed by nearly every lady present and included a drive along the lake shore through a fine residence district, to Whitefish Bay, where a fine luncheon was served.

On Wednesday evening came the informal reception, the Dutch lunch and smoker, which had previously been announced as the supreme effort of the local committee, and indeed it was a most thoroughly enjoyable affair. It was tendered to the entire body of visiting delegates and their ladies. The banquet hall of the Hotel Pfister was beautifully illuminated and a band discoursed sweet music at intervals during the evening. The refreshments consisted of the beverage that made Milwaukee famous, cigars, sandwiches, salad, ice cream and cake and coffee. A quartet sang, speeches were made and stories told by Wilmer Seig, the master of ceremonies, ex-Governor Peck, Prof. A. C. McDonald of Milwaukee, W. E. Barns of St. Louis, N. A. Gladding of Indianapolis, and C. D. Rourke of Petersburg, Ill. The affair closed with a cake walk by five colored

couples, directed by a tall colored gentleman in a long tan coat and a high hat.

On Thursday afternoon the entire party was photographed in front of and on the new postoffice steps, a reproduction being printed as a supplement to this issue.

Thursday evening the installation of officers and the embalming of the snark was a public ceremony and was pulled off at the Pabst Theater. The theater was filled up by 8 o'clock and prior to the ceremonies the Lyric Club, a local organization of the best vocal talent of the city, rendered the following program:

- Winter Song..... Bullard
The Club.
- "Hans Rap" (Knickerbockers)...DeKoven
Mr. C. A. Pettibone and the Club.
- "Kentucky Babe".....Geibel
The Club.
- Two Little Irish Love Songs.....Lohr
Mr. Daniel Protheroe.
- "Tom, Tom, the Piper's Son".....Smith
The Club.
- The Merry Miller (Rob Roy)...DeKoven
Mr. O. F. Bird and the Club.
- Estudiantina (Spanish student song)....
..... LaCombe
The Club.

Then came the installation of officers by the seer of the House of Ancients, Bolling Arthur Johnson. It was a beautiful and dramatic presentation and was received with great applause.

The embalming ceremonies were an impressive rite and concluded the evening's entertainment.

Special cars were in waiting at the theatre door and a majority of the party rode out to the Jahrmarkt—a German street festival and carnival. They proceeded at once to make themselves at home and missed nothing that was going on in that popular resort. They heard the German bands, admired the beauty of the barmaids and partook of the beer, sausage and sauerkraut. It was altogether a successful wind-up of the meeting.

THE SOUVENIRS.

On arriving each delegate was instructed to register and receive a number and badge. The official badge was furnished by the Chain Belt Company of Milwaukee and was said to be the finest ever gotten up for that purpose. It consisted of a silk purple ribbon, on which was printed in gold letters, "Compliments of Chain Belt Company—Milwaukee—11th Annual—Milwaukee—1902." It was mounted at the top and on the white enamel base the word "Hoo-Hoo" was printed in black. Suspended from this was a miniature chain belt and hanging to the chain was the emblem of the order inscribed on white enamel with a gold border surmounted by an eagle perched on a flag.

* * *

The official program was a swell affair, the front and back cover was printed black on celluloid, the whole fastened together with two buttons at the top, on the face of which was the black cat emblem. Inside was a list of the different local committees and order of business, together with a reproduction of photographs of the Pfister Hotel, the new Allis-Chalmers Works and the Filer & Stowell Company's plant.

* * *

One of the features of the convention was the "Daily Meouw," issued by Packages each day, chiefly for the purpose of recording the attendance at the meeting. It was a novel and helpful publication.

* * *

The big saw institution, E. C. Atkins & Co., Indianapolis, came to the front in their usual and handsome manner with a souvenir that was pronounced the finest thing going. It was a rolled-gold watch fob, the fob itself being a miniature circular saw, on which was inscribed on one side the company's trademark, "Atkins Always Ahead," and the firm name and on the other

side a replica of the late Elias C. Atkins, the founder of the firm.

* * *

The Gilbert Wood Split Pulleys were advertised successfully with a fine little celluloid pocket rule.

* * *

The D. Clint Prescott Company, saw mill builders, Menominee, Mich., and Chicago, prepared especially for the occasion a very fine catalogue. The very first thing you see on opening the book is a picture of D. Clint Prescott, with the remark that "Supposed by many to be over 100 years old, or dead—but he isn't." The following pages show some very handsome reproductions of the different machines manufactured by this firm.

A FEW STRAY SHOTS.

Frank Snell, who held the post of chairman on the committee of arrangements, simply covered himself all over with glory and was made Junior Hoo-Hoo on this year's supreme nine. There are those who say, too, that one who worked up such a great meeting as that and showed such executive ability should head the supreme nine next year.

* * *

W. S. Johnson, who was chairman of the finance committee, was naturally instrumental in making it possible to provide such lavish entertainment. The Milwaukeeans could hardly have selected better leaders for raising the dough and planning the program than Johnson and Snell.

* * *

Messrs. Priestly and Landeck were assigned the pleasant duty of especially looking after the ladies, and they so industriously supplemented the efforts of the ladies' reception committee that by the third day Landeck was so worn out he was able to look after only one lady. We don't blame Gus, either, for she was a mighty fine lady.



C. H. Mueller, G. J. Landeck, E. G. Clark, A. L. Annes, F. M. Snavely, M. C. Moore, D. C. Fraser, H. A. Coleman, F. D. Clinton,
W. E. Priestly, G. P. Noble, F. N. Snell, J. J. Williams, Wilmer Seig, W. S. Johnson.
MEMBERS OF THE COMMITTEE ON ARRANGEMENTS, MILWAUKEE.

The Man About Town.

NO ROOM THIS ISSUE.

My friend Kimball tells me that because of so much other matter this week we won't have any room for an article in this department even if I had time to write one, which I haven't.

I want to say, however, that I attended the meeting of the Wisconsin Hardwood Lumbermen's Association at Milwaukee on the 16th, and enjoyed it very much, and even now I "roll it as a sweet morsel under my tongue."

The first meeting of this association which I attended was that memorable meeting called in 1896, to which Chicago, Minneapolis and Michigan were invited to a conference on rules. And circumstances, or fate, or Providence, had guided me in such mysterious ways that I had never attended another meeting until the Milwaukee meeting.

Much had happened in those six years—but there, there! I'll get started directly and write an article in spite of myself. I'd better stop before the subject gets too strong a hold on me.

LOCAL GOSSIP.

L. B. Lesh, of the Lesh & Matthews Lumber Company, has been on the sick list for a couple of weeks past. He was threatened with typhoid fever, but was happily successful in warding off the sickness.

A meeting of the board of managers of the National Hardwood Lumber Association will be held in Chicago on September 26, in the rooms of the Chicago Hardwood Lumber Exchange, in the Fort Dearborn building. Several important measures will be brought before the board for consideration.

The Chicago Hardwood Lumber Exchange will begin its regular monthly meetings, which were discontinued during the summer months. A call is out for a general meeting to be held this (Saturday) afternoon at 2 o'clock. General trade conditions will be talked over, the price question probably forming the chief topic.

The A. J. McCausland Lumber Company have finally transferred their headquarters from Chicago to Memphis, but will retain a branch office here in a portion of their old suite of rooms in the Fort Dearborn building. Mr. Klepstein will represent them on this market.

Henry Maley of Edinburg, Ind.; Owen Moffett, of the Moffett-Bowman Lumber Company, Madison, Ind.; Claude Maley, of Maley & Wertz, Evansville, Ind., and William Threlkeld, of the Henry Maley Lumber Company, Evansville, Ind., was a quartette of visitors to the Record office on Monday of this week and right welcome they were.

Every reader of the Record has heard of or knows Henry Maley or, in fact, it is pretty safe to assert that anyone engaged in the hardwood lumber business

is acquainted with the name of that pioneer lumberman of Indiana. When Uncle Henry comes around talk to him, for from his fund of knowledge gained by long experience you are bound to learn something.

And Claude Maley is a chip of the old block. He is one of the most interesting young men in the trade to-day, and hooked up with Dan Wertz, practical, reliable and conservative, the firm of Maley & Wertz are well equipped to get and take care of their rightful proportion of business.

Owen Moffett informs us that their new mill is just at the beginning in the course of erection. It is one of the Sinker-Davis Company's make, which is a guarantee in itself that it will be strictly up-to-date in all respects. The firm of Moffett-Bowman Lumber Company just recently acquired one of the best and largest tracts of oak and poplar timber in the state, near Madison, and the erection of the new mill is partially due to that deal.

William Threlkeld is known to the trade as a sincere, honest worker in the ranks of hardwood lumbermen, and willing to devote his time and thought to the best welfare of the trade at large. He is a valuable adjunct to the business of the Henry Maley Lumber Company.

M. M. Wall, of the Buffalo Hardwood Lumber Company, and surveyor-general in the National Hardwood Lumber Association, was in Chicago this week, and attended the annual meeting of the Wisconsin Hardwood Lumber Association at Milwaukee, Tuesday, September 16, on invitation of that association. Mr. Wall reports the business of the inspection bureau as in a flourishing condition and shows an increase of 300 per cent over that of last year to date.

Frank Vetter, of the Empire Lumber Company, Buffalo, and Empire, Ark., was a welcome visitor at this office last week. Frank hadn't been in Chicago for six months and as he is always good for at least one square meal while here, we were mighty glad to see him. He says that the advance in the prices of oak during the past year, amounting as they do to from 15 to 25 per cent, have added greatly to the happiness and prosperity of the Arkansas manufacturers. The Empire Lumber Company shipped from their mills at Empire 822,000 feet of hardwoods without materially decreasing their stock, as their production amounted to about that amount. They carry in stock at Empire about 5,000,000 feet.

Mr. W. W. Knight, of the Long-Knight Lumber Company of Indianapolis, was another of our numerous callers on last Monday and one of the most welcome.

Mr. H. C. Jackson, sales agent of the Michigan Maple Company of Grand Rapids, was also here on Monday. He reports stocks in Michigan as being more nearly cleaned up than in years before.

William Hopkins, of the Theo. Fathauer Company, is up in Wisconsin fishing again. That is what Hopkins tells the boys when he goes South to buy lumber.

GOTHAM GLEANINGS.

It has been decided that a little impromptu luncheon will be served to the members of the New York Lumber Trade Association before they get down to the heavy work of electing their officers at the annual meeting, at the rooms, 18 Broadway, on October 8. The following is the ticket of the nominating committee: President, Richard S. White; first vice-president, James Sherlock Davis; second vice-president, Abner P. Bigelow; treasurer, Charles E. Pell. Of the thirty-five trustees, some of the better known are Ernest M. Price, John L. Cutler, Jr., Charles L. Adams, John F. Steeves and others. This will be President White's third term at the head of the organization. He only consented to serve when A. J. Newton and W. P. Youngs, respectively first and second vice-presidents, furnished important reasons why they could not serve if chosen.

Exclusive representation for the Thomas Forman Company's maple and oak flooring in Greater New York has just been awarded to W. D. Magovern of No. 66 Broad street, and H. D. Bowen of this city. Messrs. Magovern and Bowen have joined forces to handle the product of the Detroit house. The former had been devoting his attention exclusively to maple flooring, while Mr. Bowen was local agent for Cobbs & Mitchell of Cadillac, Mich. Besides representing the western house, the new firm will handle the yellow pine flooring manufactured by W. W. Tyler & Sons at Montbrook, Fla.

That much mooted question, "Trade Relations," will be fully discussed by the members of the executive and the trade relations committees of the National Wholesale Lumber Dealers' Association, in conjunction with the secretaries of the various retail lumber dealers' associations of New York, New Jersey, Connecticut, Rhode Island, Massachusetts, Pennsylvania and this city, on Thursday, September 18, at 66 Broadway. On September 17, the day previous, the secretaries of the retail associations in question will form a permanent organization and probably incorporate it.

Visitors to the metropolis not already mentioned were: Frank P. McNulty, representing Price & Hart, New York, at their West Virginia mills; Robert G. Kay, Philadelphia; T. J. Burt, secretary of the Capital City Lumber Company, Hartford, Conn.; James S. Denning, of the Shepard & Morse Lumber Company, Burlington, Vt.; John N. Seatherd, Buffalo; Lewis Dill, of Dill & Co., Baltimore; W. D. Young, of W. D. Young & Co., West Bay City, Mich.; Wm. Stillwell, of the Southern Pine Company of Georgia, Savannah, Ga.; C. E. Lloyd, of the Cherry River Boom & Lumber Company, Philadelphia; Curtis N. Douglas, Albany, N. Y.; M. M. Darr, of the Eastern Lumber Company, Tonawanda, N. Y.; W. C. Laidlaw, of the Laidlaw Lumber Company, Buffalo; F. E. Willson, of Willson Bros., Pittsburg; Horace Bickford and Gardner I. Jones, of the H. M. Bickford Company, Boston, and A. P. Bliss and W. G. Van Auken, of Bliss & Van Auken, Saginaw, Mich.

John B. Ransom, the hardwood manu-

facturer of Nashville, Tenn., is here this week, accompanied by his wife, and is stopping at the Fifth Avenue Hotel. Mr. Ransom is enthusiastic over the situation at the mills and looks forward to an excellent season.

CINCINNATI GOSSIP.

Fifteen pole and shaft manufacturers from different parts of the United States recently held a secret meeting at the Grand Hotel in this city. The object of the meeting was to consider the advisability of raising the price of their product to the wagon and carriage trade. They claim the high prices of hickory and other woods used in the manufacture of shafts and poles necessitates immediate action. The men in attendance were representatives of an organization similar to that now existing in all lines of wood products. The meeting was held behind closed doors and no results or conclusions were made public.

T. A. Fredericks of New York, E. W. Henoyer of Tacoma, Va., and J. H. Sheip of Philadelphia, Pa., all interested in the Columbia Lumber Company of Grafton, Va., also met in this city in secret session. The Columbia Lumber Company is interested exclusively in poplar, and the manufacturers present are mainly makers of cigar box lumber.

H. N. Saxton, Jr., of Knoxville, Tenn., was also in Cincinnati a few days ago.

F. W. Barth, Jr., representing F. W. Barth & Co. of Hamburg, Bremen, Dusseldorf and Emden, Germany, also visited Cincinnati recently. He has just concluded a two months' sojourn in this country, and is now on his way back. He claims that he never saw prices so high before and that he wasn't able to place many orders on this account. He sails for Germany on the 23rd inst.

The suburban yard of the Enterprise Lumber Company of this city was visited by a serious conflagration the other night. Over a million feet of dressed lumber was consigned to ashes. Many thousands of shingles also were consumed. The cause of the fire is unknown, but is supposed to have originated from sparks from a passing engine. The losses are given as more than \$25,000, only partly covered by insurance. Several freight cars were also burned.

EVANSVILLE NOTES.

The river mills of H. Herrmann, the Helfrich Company, John A. Reitz & Son and Clem Reitz' Sons, are having a good deal of trouble to keep their mills running on account of low water making it difficult to run logs from the Green River harbors.

The railroad mills of H. Maley Lumber Company, May, Thompson & Thayer and Maley & Wertz are running overtime, and the latter is running day and night.

Among the visitors on this market during the past two weeks were: Mr. Williams, of the Wood Mosaic Company of New Albany, Ind.; Mr. Bayless of Jasper, Ind., who is buying heavily in oak for export; Mr. Crabill, of the Studebaker Manufacturing Company, South Bend, Ind.; T. J. Christian, representing the Fullerton-Powell Lumber Company, South Bend, Ind., and C. P. Stimson, representing Wm. E. Uptegrove & Bro. of New York City.

IN MEMPHIS CIRCLES.

The improvements in office arrangement of the different yards surely cannot be entirely due to the improvement in lumber prices and good prospects for a firm winter list on the part of the local manufacturers, but nevertheless they are all casting their progressive eye about surroundings these days.

Anderson & Tully will soon have completed a new office structure that has been designed by an architect, to have several gable roofs and to be a neat one-story frame, opposite their old office and right in the track of every passenger who gets off the famous "North Second Street Car."

Russe & Burgess are about to begin on a new office that will also be of frame, with mahogany finish, general office, private office, stenographer's and file departments.

The A. J. McCausland Lumber Company will take the office now occupied by Russe & Burgess in the north end, when the lease of the latter expires. It is practically a new building.

The Long-Knight Lumber Company will occupy the office of the Mengel Company, recently vacated. Mr. Pritchard of Indianapolis will be manager of the same.

E. E. Goodlander, of Goodlander & Robertson, is in Mexico for a few weeks.

Messrs. William Kiefaber and W. C. Ely of Dayton, O., are in the city. They are stockholders in the J. W. Dickson Lumber Company. The gentlemen express entire satisfaction at the business end of the situation. Mr. Ely has been coming into the southern lumber territory for about twenty-three years now and has many friends in these parts.

NASHVILLE NEWS.

W. B. Earthman & Co. report business rushing at their Nashville, Murfreesboro and Dickson, Tenn., places on yellow pine lumber in the building trade lines, also on the different Tennessee hardwoods. They think business will continue good all the winter.

Two petitions in bankruptcy have been filed by Tennessee lumber firms within the past fortnight. The Jackson Lumber Company of Jackson, Tenn., with assets of about \$30,000 and liabilities of about \$20,000, which operated two plants on the Forked Deer River, including saw and planing mill, filed a petition of bankruptcy at Jackson. H. C. Buck, Jr., Company, a lumber brokerage firm at Memphis, filed a similar petition Saturday before last. Assets, \$1,700.74; liabilities, \$14,606.74.

Announcement is made of the approaching marriage of Sam Cowan of Nashville, a member of the staff of the Southern Lumberman, and Miss Floy Paschal of Florence, Ala.

J. L. Strickland, representing the W. H. Neel Lumber Company of Greenville, Miss., was here a few days ago.

Love, Boyd & Co. report a strong market on poplar that they think will remain on for the whole winter, with no considerable replenishing of the log mill.

Lieberman, Loveman & O'Brien report a good business in lumber and that their box factory is making good time. Mr.

Lieberman finds that even the common grades of poplar are moving up, and the oak and chestnut situation is in keeping with the latter, he states.

ST. LOUIS NOTES.

Notice has been given of the change in name of the Koerner-Buder-Borrowman Lumber Company to the Koerner-Buder Lumber Company. This is the name the company was organized under and it may be that it has reverted back to the old name because of the time, energy and ink it took to write the full name.

W. A. Bonsack, of the Bonsack Lumber Company, reports an excellent business situation and says there has been quite a marked improvement in both prices and demand since the first of the month. His trade is very heavy and, as his stock is in fairly good shape, he expects a heavy trade during all the rest of the year.

C. E. Thomas, of the Thomas & Proetz Lumber Company, has returned from an extended vacation and rest from business cares at the eastern resorts.

Local hardwood people are much interested in the report that J. G. Brill & Co., the car builders of Philadelphia, have purchased the local plant of the American Car Company and will place it in operation as soon as it can be enlarged to meet the requirements of the new owners.

Alcee Stewart, of Alcee Stewart & Co., will remove his office to the yard of the Consolidated Lumber & Storage Co., Second and Tyler streets, as soon as the office now building can be completed. This yard which is a storage yard controlled by some of the local dealers, does a storage business on a charge per thousand and has been very successful, being used by those who had no yards in which to pile their stock.

August J. Lang will also remove his office from the Security building to the same yard, occupying the other half of the twin offices now under construction. Mr. Lang states that he has had an excellent business during the past few weeks and that it is still improving. He has made especially successful sales of cottonwood, oak and gum.

J. A. Braun, of the hardwood concern of C. E. Strifler, reports that he has just returned from a trip to northern points of consumption and that he found a demand for stock which cannot be satisfied by the lumber now available in either St. Louis or the more southern markets. He predicts rapid and strenuous advances in prices in the near future and thinks nothing can stop the upward trend of things.

BUFFALO BITS.

Messrs. I. N. Stewart, O. E. Yeager and C. H. Stanton have returned from the Hoo-Hoo convention at Milwaukee. These three delegates have worked hard to secure next year's convention for Buffalo, and I am pleased to report that their efforts are crowned with success. Vicegerent Snark Yeager has made a big record in capturing new members for the association. This is no surprise to those who know the gentleman, for Mr. Yeager has a way of making a success of anything he takes hold of.

Mr. E. V. Dunlerie of Buffalo, who had a mill at Canaseraga, N. Y., suffered the loss of same by fire on the night of the 5th. The insurance will probably cover the actual fire loss, although what the loss

will be from losing the use of the mill at such a time is hard to estimate. The mill run on both hemlock and hardwood.

Mr. H. S. Janes has returned from the South, partly on account of poor health. Hard work and the hot sun of Mississippi are a strong combination to fight, from which one has to run away if he means to keep up.

Mr. F. W. Vetter, of the Empire Lumber Company, has returned to Arkansas to see how everything is running at the different mills of this concern. Mr. Vetter pins his faith largely on cypress and says it is simply impossible to keep up with the orders.

It is just a year ago that Buffalo was under the cloud of a martyred president, and this week is being devoted to holding general, though necessarily sad, exercises in memory of the sad event.

The Markets.

CHICAGO.

To view the market here in a comparative sort of way the signs are not as favorable as they might be. The calls are eased off just a bit and though actual trading is not quite so brisk, there is a great amount of lumber moving and there is plenty of orders on books to keep things looking bright, even should there be no new business coming in at all. This is especially true of the carload business. July and August, usually the duller months of the year, have been exactly to the contrary this year, and September, which always marks the beginning of an improvement in demand, has so far fallen behind the business booked in July and August.

This is the narrow view of the situation. Generally speaking trade is satisfactory and there is no reason to fear for what the future may bring forth. All kinds and most all classes of hardwoods are in from fair to good demand. Prices are stable and the supply is not burdensome in any of the different lines.

Plain sawed red oak, quartered white oak, poplar and basswood are much sought after. Maple is still in front and cottonwood and gum are ready sale. There are no particular changes to note from our last report, except as stated at the beginning of this article, to the effect that while trade continues good there is a slightly noticeable tendency to flag the onward rush.

CINCINNATI.

Judging from the general tone of the market, business is again commencing to improve. 'Tis true that the improvements which have taken place during the past two weeks have been slight and not of such a nature as to cause comment, but it was an improvement nevertheless, and an indication that the fall trade is opening up.

The weather here during the past week was very fall-like and frosts were general throughout this section. The Ohio River and its tributaries are very low, and many of the local lumbermen are anxiously waiting for a rise, as there is much lumber down the river waiting to come up. The Ohio has not been so low for years and at present all river traffic is stopped.

Generally speaking the railroads are doing a little better and the car situation has been relieved to some extent, although there's still lots of room for improvement.

About the most satisfactory feature of

the local trade is the way in which the export shipments are holding up. It has been years since the foreign markets have stocked up as they are now doing. There have been times during the past year when oak was in stronger demand for the domestic trade than at present, but not for a long time has it been in so heavy demand for export as at the present time. Inquiries are being daily received and the shipping is steadily going on. Quartered red oak firsts and seconds seem to have best call at present. Quartered white oak is very scarce and whenever it is offered it brings good prices. The demand for plain sawed stock in firsts and seconds is also very strong and good prices are being realized for this stock. Number two and three common are having but very slight call and prices on these grades are reasonable.

NEW YORK.

Unless all signs fail, and the volume of business already done the first half of September counts for nothing at all, this month is going to break all records in the hardwood market. The tone of everything in lumber is bullish, so far as the wholesaler is concerned, and the dealer in hardwoods is right in line with the others. There has been an excellent summer trade, supplies are scarce at the mills, hardwoods are needed, and there is absolutely nothing to stop the upward trend of prices.

Poplar and quartered white oak have started the way, and the other woods will not be long in following them. In fact, manufacturers and dealers in both of the stocks mentioned seem to hope that the increased prices will hold off demand for a while. They claim they can stand it and the chances are that they can without any difficulty whatever.

ST. LOUIS.

All reports show that trade with the St. Louis wholesalers has improved materially since last report and that it shows gains in directions where it was thought impossible that there could be gains. Stocks were considered too inadequate to take care of even the business doing a month ago, and yet there has been a further decrease in all local stocks and a material increase in the volume of business. This condition is bringing about a steadiness in values which has not been present at any time this year, and there is at the same time a gradual advance in prices which promises to continue for some time into the future. In the matter first mentioned above, the steadying of values, the local trade is much gratified. During the whole summer, knowing the stock situation both in St. Louis and at the mills, many of the local wholesalers persisted in underselling their competitors to such an extent that prices on the same items varied as much as \$3 to \$5 at points of consumption, although all were in the same poor shape to take care of the visible trade. This has practically ceased and all are now in such shape that they can see further advances in the near future and none are trying to push a single trade by making price concessions. Local receipts have not increased in the least since last report and letters from the buyers in southern states show that, under present conditions, it is practically impossible to increase purchases at the mills. Prices have been advancing very rapidly at that end of the line, more rapidly, in fact, than in the northern country, and close competition with buyers from other markets has had the effect of materially decreasing the amount of lumber which would have otherwise found its way to St. Louis. While this condition is not

altogether satisfactory, it shows that other large markets have little the better of St. Louis in point of lumber supply, and all are taking whatever they can find, green or dry. It is admitted around town that the local supply of dry lumber has been almost entirely wiped out during the past month or more, and that the bulk of the receipts are grass green. This stock cannot possibly be available for shipment before spring, although many are shipping stock to points of consumption which has not been on sticks for more than ninety days, and even then there will be light stocks. It is a situation such as few have ever before experienced and which gives the assurance of higher prices and a continued stretch of higher prices, and this is lending increased confidence to all dealers in all markets.

BUFFALO.

There is no change to speak of in the lumber situation in and around Buffalo since my last letter. The wood is "good" from all quarters. The only complaint one hears is from those who are not able to fill all orders for lack of stock. There never was a time when it was so difficult to get hold of lumber of all kinds, in certain thicknesses for which there are calls from day to day. Ordinarily the yards could rely on one another to help piece out on such stock as might be wanted, but there are times when it is impossible to do even this now.

It is needless to say that in the face of all this prices are very firm, with a decidedly upward tendency. In the matter of price on stocks that are scarce and hard to get, the fortunate holders put their own prices, which the would-be buyer pays if he gets the lumber. If he does not feel like paying the price asked, the lumber is held for the next buyer, who will pay the price. There is no such thing as coming down in price these times. It is not asked or expected. Quartered oak remains at the top of the heap as a seller. Plain oak, firsts and seconds, also moves well and brings good prices.

EVANSVILLE.

Quartered white oak is scarcer than ever, and so firm in prices that no manufacturer will even give 2 per cent off the highest quotations. But poplar is even scarcer, and those who have good stock can get almost anything they ask in reason. Every indication points to an immense fall trade in this market, with a tendency toward higher prices in the best grades of all woods. Besides this, our millmen cannot see any possible chance for a surplus of stock accumulating before June of next year at soonest.

Nothing short of a national calamity or a change of administration can possibly lower prices before that time.

NASHVILLE.

Light stocks and stiff prices seems to be the rule at Nashville. Chestnut and quartered oak are hard to get. Inquiries for ash are not so plentiful. Plain oak and hickory are in strong call, the latter in those sections of the state where it is found and to which wagon and vehicle manufacturers are flocking. The cedar business is always good and the wood always scarce. In the Nashville district there are one or two concerns who make a specialty of this wood and its products and they report a rushing fall business. The export situation is reported better as regards the Germany trade and also some better from England, with greater contention in that quarter as to prices.

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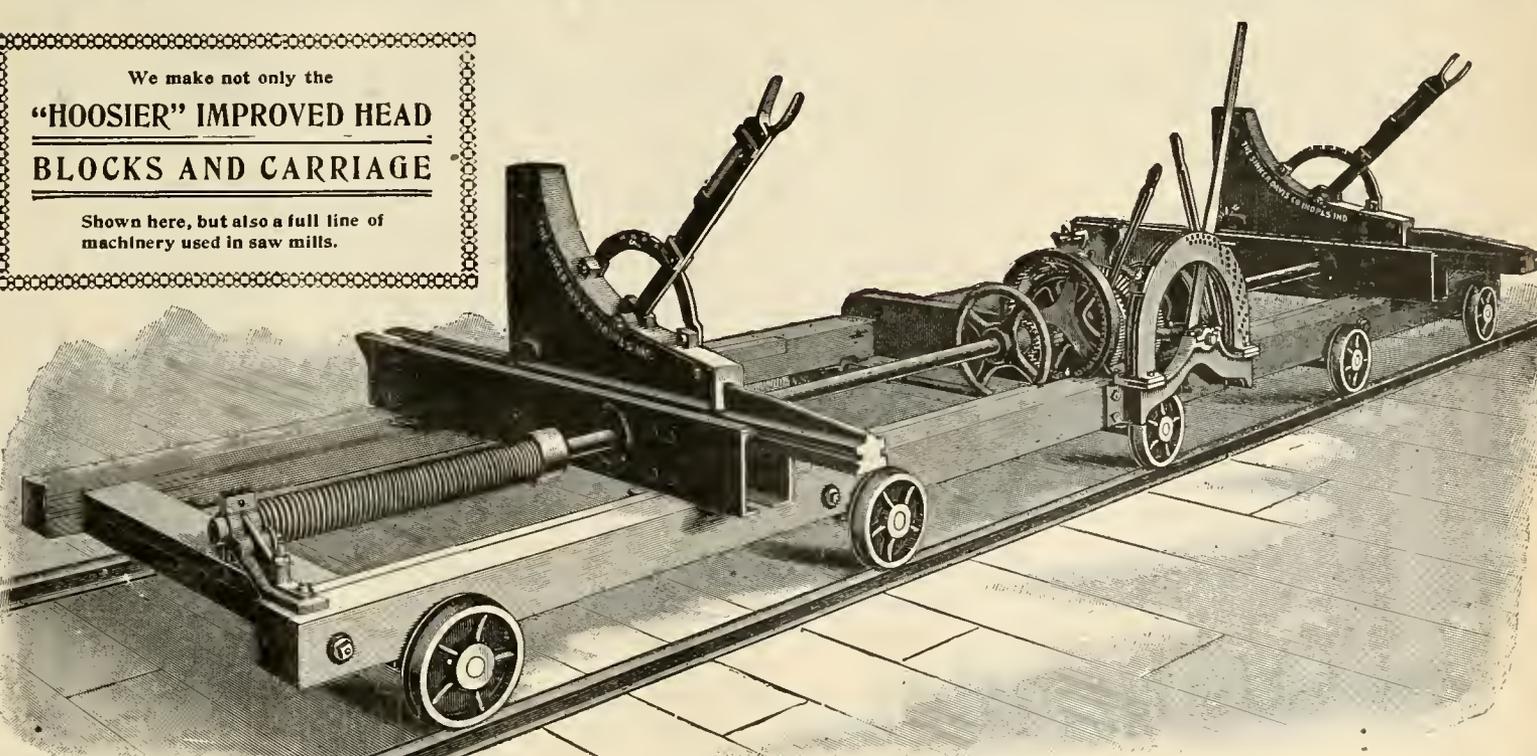
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Hardwood Lumber

PLAIN RED
AND WHITE OAK.

QUARTERED RED
AND WHITE OAK.

POPLAR.

Always in Stock.

Our Specialty.

OAK TIMBER
AND

FLITCHES

up to 60 feet long

CUT TO ORDER.

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TRAVERSE CITY, MICH.

MICHIGAN LUMBER AND SHINGLES

COMPLETE STOCKS OF ALL GRADES OF

MAPLE, ASH, ELM,
WHITE PINE, BASSWOOD,
CHERRY, BIRCH, OAK,
BEECH, HEMLOCK,

CEDAR SHINGLES, CEDAR POSTS,
WHITE PINE LATH, HEMLOCK LATH,

FOR SALE—Dry Indiana Hardwoods.

CAN YOU USE ANY OF THE FOLLOWING ITEMS?
ALL ON STICKS, WELL MANUFACTURED AND DRY.

Quartered White Oak.

15,000 " 1½-in. firsts and seconds.
10,000 " 2 " firsts and seconds.
15,000 " 1x4 and 4½-inch strips.
20,000 " 1-inch cull.
10,000 " 1 " cull strips.

Plain White Oak.

10,000 feet 1-inch firsts and seconds.
20,000 " 1½ " firsts and seconds.
20,000 " 1 " common.
5,000 " 1½ " common.
25,000 " 1 " cull.

Elm.

5,000 " 1½ " firsts and seconds.
25,000 " 1½ " firsts and seconds and common.
10,000 " 2 " firsts and seconds and common.

Quartered Red Oak.

5,000 feet 1-inch firsts and seconds.
12,000 " 1 " common.
5,000 " 1 " strips.

Plain Red Oak.

125,000 feet 1-inch firsts and seconds.
60,000 " 1½ " firsts and seconds.
20,000 " 1½ " firsts and seconds.
150,000 " 1 " common.

Walnut.

7,000 feet 1-inch firsts and seconds.
20,000 " 1 " common.
10,000 " 1½ " common.
5,000 " 1½ " cull.
5,000 " 1½ " cull.

Plain Sycamore.

3,000 feet 1-inch firsts and seconds.

Soft Maple.

15,000 feet 1-inch.

Ash.

5,000 feet 1-inch firsts and seconds.
30,000 " 1 " common.
20,000 " 1½ " common.
9,000 " 2 " common.
5,000 " 3 " common.
3,000 " 2½ " firsts and seconds.
4,000 " 4 " firsts and seconds.

Sugar.

20,000 feet 1-inch common and cull.
10,000 " 1½ " log run.
10,000 " 2 " log run.

Cherry.

2,000 feet 1-inch cull.
3,000 " 1½, 1½ and 2-inch cull.
15,000 " 1 and 1½-inch common.

Hackberry.

2,000 feet 1-inch firsts and seconds.
5,000 " common and firsts and seconds.
4,000 " common and cull.

We have our own band mills at Richmond, Indiana, and our specialty is making quartered oak of the finest figure.

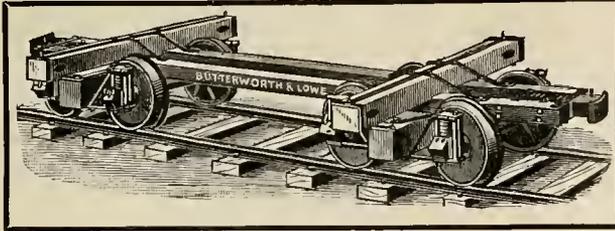
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All Kinds
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Steam
or
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Roads.



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Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

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YOU GET IT AT ONCE.

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Two cars 2½-inch face (1x3) No. 2 Sap Rift, Georgia Yellow Pine.
Two cars 3-inch face (1x3¼) No. 2 Sap Rift, Georgia Yellow Pine.
One car 2¼-inch face (1x3) Clear Oak, E. M.

Depend upon getting low prices.

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Southern Office: TIFTON, GA.

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BOYNE CITY, MICH.
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**HARDWOODS
AND HEMLOCK.**
ANNUAL CAPACITY (30,000,000 FEET LUMBER
10,000,000 CEDAR SHINGLES.
CARGO SHIPMENTS A SPECIALTY.

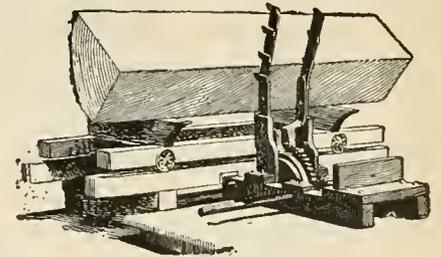
Maple, Soft and Rock Elm,
Basswood, Birch, Beech,
Cedar Posts and Ties,
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RAIL OR WATER SHIPMENTS.

SPOT	For
	2-inch Plain White Oak, 1st. and 2nds.
CASH	1-inch Quart'd White Oak, 1st. and 2nds.
	1-inch Quart'd White Oak, Strips.

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WILL DO THE WORK OF STEAM NIGGER.



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The Indiana, Illinois & Iowa R.R.

has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago. IF you were located on its line it could save you money.

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No teaming expense.

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than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations, together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

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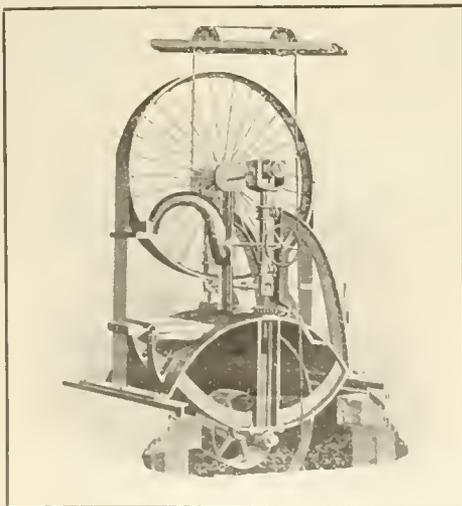
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THIS SHOWS WHAT THESE MILLS ARE
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Yours truly,

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This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are $3\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt and should run about 500 revolutions per minute. This mill will readily get from 10 to 15 per cent more lumber out of the same logs than can possibly be obtained by the ordinary rotary saw. It will cut lumber as smoothly and evenly as the highest priced band mill now on the market, while the cost is only about half as much as is charged for mills having eight or nine foot wheels.

We are prepared to furnish saw carriages, edgers, trimmers and everything necessary for complete saw mill equipments.

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A Swing Cut-Off Saw is indispensable in a wood-working shop, mill and factory, and something entirely new in this line is always acceptable.

ADVANTAGES ON THIS ONE THAT INSURE GOOD WORK:

1. Single arm giving strength and solidity and lasting qualities.
2. Frame raises and lowers six inches for admitting small or large blades and enabling operator to cut thin or thick stock.
3. Countershaft does not revolve, pulley being on sleeves, so there is no liability of machine getting out of order.
4. Automatic balance weight helps the operator both ways and pulls and holds blade back without his efforts.
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WRITE FOR CUTS AND TERMS.

No. 53 PATENT SWING CUT-OFF SAW.

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“SAW AND KNIFE FITTING”

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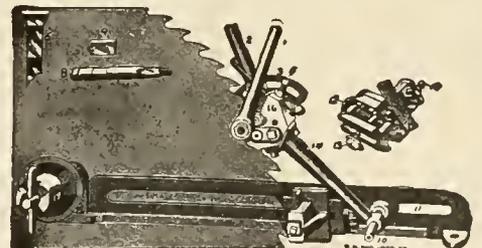
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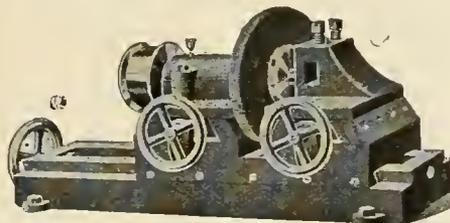
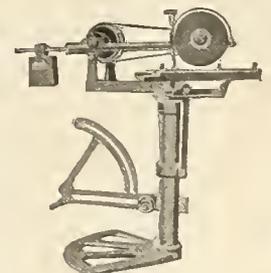
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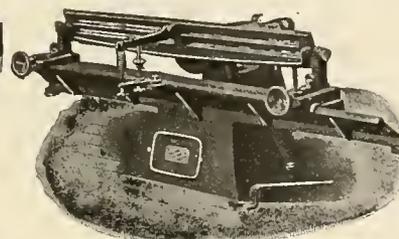


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Automatic Bench Knife Grinder.

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Our Chisel-Tooth Saw is adapted to all kinds and conditions of sawing and does equally well in hard or soft woods, winter or summer, large or small mills.

It increases the output of the mill, requires less power and makes better lumber at less cost than any other saw.

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WHITE OAK, 1¼ and 1½ inch, 1st and 2nds.
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WE WANT

Plain Oak, 1 to 4 inches thick.

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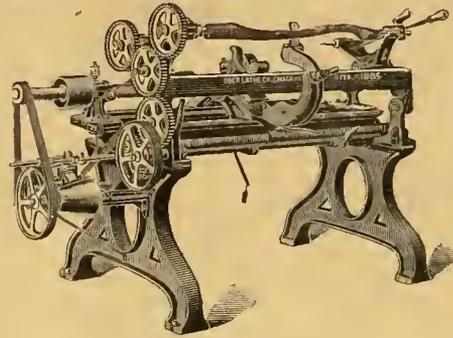
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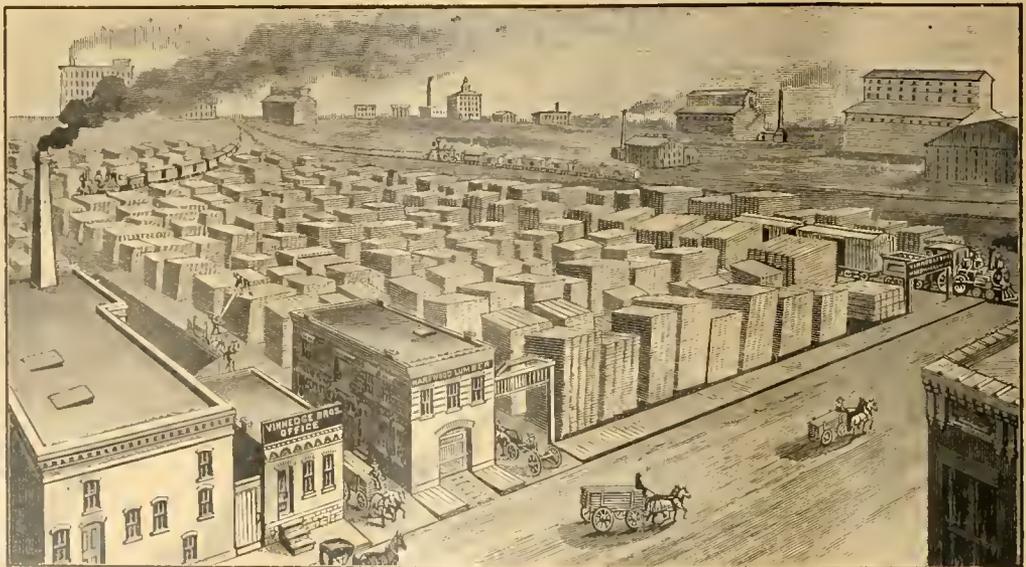
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- QUARTERED WHITE OAK,
- MAPLE,
- YELLOW PINE,
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- BASSWOOD,
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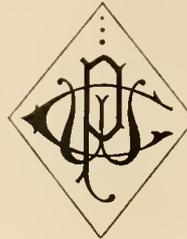
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THIN STOCK A SPECIALTY:

Always on the Market for Good Walnut Logs.

Ample Stock from 3/8-inch up to 4-inches thick in all grades.

Annual Capacity, 7,000,000 feet.

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WIRE OR
'PHONE

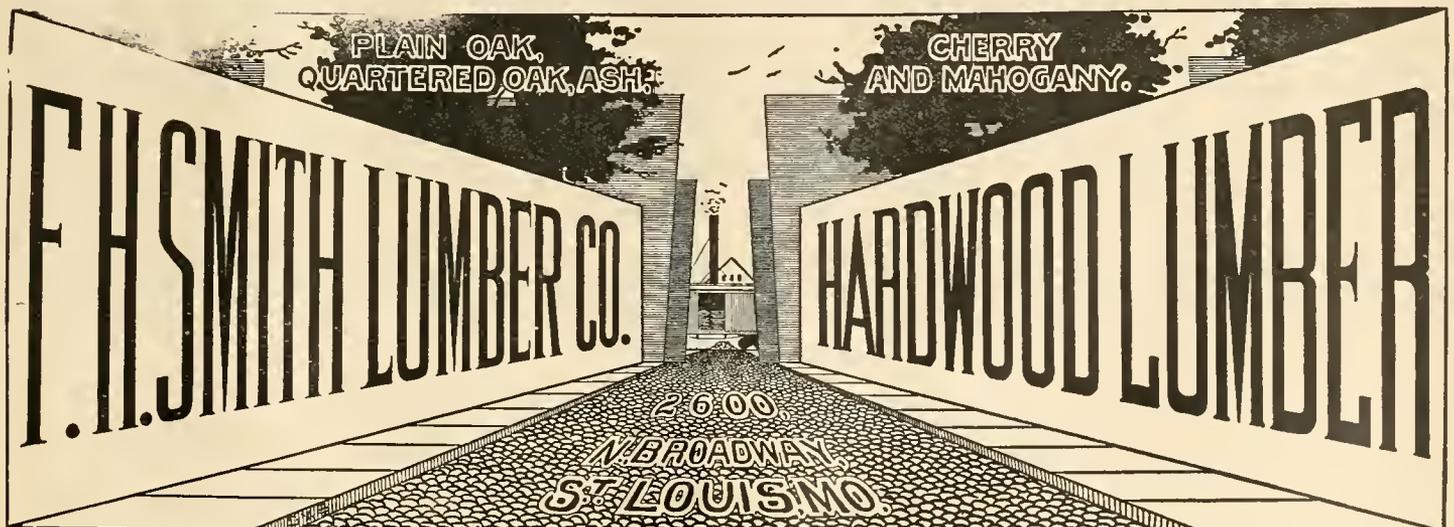
HALLETT LUMBER CO.

927 LINCOLN TRUST BLDG.,
ST. LOUIS, MO.

Wholesale Hardwood Lumber

OUR PRESENT WANTS:
Quartered and Plain White Oak, Plain Red Oak
Ash, Yellow Pine Finish, Cottonwood
and Poplar Boxboards.

WE BUY FOR CASH AND INSPECT AT MILL.



F. S. HENDRICKSON LUMBER CO.
 1509 MASONIC TEMPLE, CHICAGO, ILL.
 BUYERS AND SHIPPERS OF **POPLAR, OAK, GUM AND COTTONWOOD.**
 If You Have Any Stock to Sell Write Us.

Empire Lumber Co.,
 CHICAGO.
 WANTED: { **CHERRY, OAK, CYPRESS,**
 { **GEORGIA PINE**
 Or anything you have for sale in hardwoods.

MESSINGER HARDWOOD LUMBER CO.
 DEALERS AND MANUFACTURERS
HARDWOOD LUMBER,
 OFFICE, FOOT "B" STREET, CHICAGO.
 We are in the market for Oak, Poplar, Cherry, Ash, Yellow Pine, Birch and Maple. Please name us your lowest prices.

Into the Southland

FRANK R. CRANE.
 FRED. D. SMITH.
F. R. CRANE & CO.
 Wholesale Dealers in
HARDWOOD LUMBER,
 Office and Yards, 440-462 No. Branch Street, Chicago.
 We are in the market for all kinds of Hardwood Lumber. Will pay cash for dry stock and make inspection at point of shipment if desired.
SEND US YOUR STOCK LIST.

TWO SPLENDID TRAINS DAILY FROM CHICAGO TO ALL FLORIDA AND GULF COAST RESORTS
Chicago & Eastern Illinois Railroad

HEATH, WITBECK & CO.,
 DEALERS **HARDWOODS** MILL CUTS SOLICITED
 IN _____
 WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.
 We are Always in the Market for Quartered and Plain White and Red Oak, Ash, Poplar, Yellow Pine, Etc.
 ADVISE US WHAT YOU HAVE, WITH FREIGHT RATE TO CHICAGO. **22nd and Loomis Streets, CHICAGO.**

FRED W. UPHAM, President. O. O. AGLER, Sec'y and Treas.
FRED W UPHAM LUMBER COMPANY
 WHOLESALE AND EXPORT
WISCONSIN HARDWOODS
 Cable Address: "UPHAM"
 Specialties: Red Oak, Basswood, Birch
1615 OLD COLONY BUILDING, CHICAGO

WANTED—Southern Hardwoods.

Keep me posted on what you have to offer
for sale in plain and quartered

**OAK, ASH, POPLAR, COTTONWOOD,
GUM AND HICKORY.**

I have a steady trade for the above in all grades and thicknesses.
Correspondence solicited.

GEO. W. STONEMAN, 76, 78, 80, 82 West Erie St., CHICAGO.

**LESH & MATTHEWS
LUMBER CO.**

1005 MARQUETTE BLDG., CHICAGO, ILL.

Solicit correspondence with mill men manufacturing Plain and
Quarter Sawed Oak, Black and White Ash, Poplar and Birch.

**WE ARE ESPECIALLY IN NEED OF
SOME PLAIN SAWED RED OAK.**

Send us a list of what you have in all kinds of hardwoods.

Telephone Oakland 863.

THOMAS McFARLAND,

6504 Jackson Ave., CHICAGO, ILL.

**WHOLESALE
DEALER IN Hardwood Lumber.**

Correspondence Solicited.

In the market to buy one million feet plain sawed Red Oak, one
inch and thicker.

R. A. WELLS LUMBER CO.

ALWAYS IN THE MARKET FOR

HARDWOOD LUMBER OF ALL KINDS.

WRITE US BEFORE SELLING.

CLARK AND 22ND STS. - - CHICAGO, ILL.

Ryan & McParland,

ALL KINDS OF

HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

OFFICE AND YARDS:

Cor. Robey Street and Blue Island Avenue,

CHICAGO.

SPOT CASH FOR ALL HARDWOODS

INSPECTION AT MILL.

The Columbia Hardwood Lumber Co.

65 SOUTHPORT AVENUE, CHICAGO, ILL.

THEO. FATHAUER CO.,

1111 FT. DEARBORN BUILDING, MONROE AND CLARK STREETS,

CHICAGO.

WHOLESALE HARDWOOD LUMBER

IN CAR AND CARGO LOTS.

SMALL DIMENSION STOCK IN MAPLE, ELM, BEECH AND OAK A SPECIALTY.

Desire to contract with responsible manufacturers for large blocks of
Poplar and Plain and Quartered Oak.

I AM IN THE MARKET TO BUY

HARDWOOD LUMBER

Can Handle the Cut of One or Two Good Mills
on a Cash Basis. Send me your Stock List.

CHAS. DARLING,

R. 701 MERCHANTS' LOAN AND TRUST BLDG., CHICAGO.

MANUFACTURERS

DEALERS

WHOLESALE HARDWOOD LUMBER.

OAK, ASH, POPLAR, GUM, HICKORY.

H. M. NIXON LUMBER CO.

MILLS AT { PRINCETON, KY.
 { HAMPTON, KY.

THIN OAK AND POPLAR
A SPECIALTY.

Main Office:
175 DEARBORN STREET,
CHICAGO.

W. & B. Hardwood Lumber Co.

OFFICE AND YARD: 1084 S. Paulina St., CHICAGO, ILL.

Wholesale Hardwood Lumber.

We are in the market for all kinds of hardwood lumber, especially oak, poplar, walnut and cherry. Send us your stock lists and prices.

Lumber inspected at point of shipment.

FOR SALE:

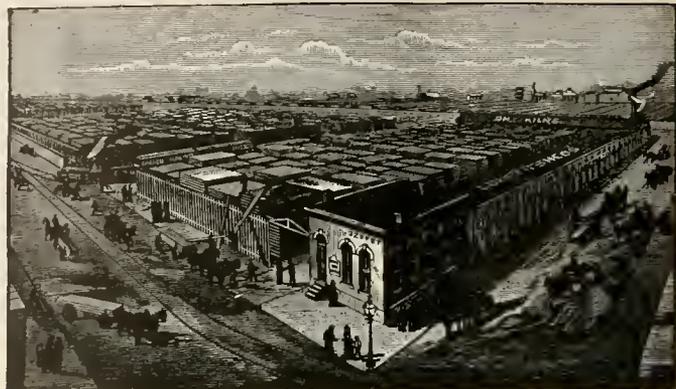
Indiana Stock.

1 car 1½, 1¼ and 2 inch 1st and 2nd quartered red oak.
 10 cars 1-inch common quartered red oak.
 1 car log run walnut.
 ¼ car log run cherry.
 10 cars 1-inch log run gum.
 1 car 1-inch common quartered white oak strips, 2 in. to 4 in. wide.
 1 car 1-inch plain red oak, 1sts and 2nds.
 3 cars 1-inch plain white oak, 1sts and 2nds.
 1 car 1½-inch plain white oak, common.
 2 cars 1¼-inch plain white oak, common.

D'Heur & Swain Lumber Co.,
 SEYMOUR, INDIANA.

HAYDEN BROS. LUMBER CO.

22nd AND JEFFERSON STREETS
 CHICAGO, ILL.



Hardwood Lumber

WE MAKE A SPECIALTY OF PLAIN AND
 QUARTER SAWED OAKS.

WE SHIP DIRECT FROM THE MILL IN CARLOAD LOTS.

Kiln-Dried Stock Always on Hand.
 Write us for prices.

WE CONTRACT FOR MILL CUTS. IF YOU HAVE ANY
 STOCK TO OFFER WRITE US.

WE HAVE ISSUED OUR JULY, 1902, BOOK

It contains over 50,000 names of
 lumber dealers, mills and consumers.

The first special agency to recognize the Hardwood Trade.

Send for our July book. We pay the charges.
 If it is not what you want return it.

FOSTER LUMBER MERCANTILE AGENCY,

703 Ft. Dearborn Building, Chicago.

WATTS & SCHAEFER,
WHOLESALE LUMBER DEALERS
 No. 8 West Court St. MEMPHIS, TENN.
 WRITE US WHEN YOU WANT
Oak, Ash, Poplar, Cottonwood and Gum.

BLANTON-THURMAN LUMBER CO.
 DEALERS EXCLUSIVELY IN
YELLOW MISSISSIPPI CYPRESS.
 ALL THICKNESSES AND GRADES.
 PROMPT SHIPMENTS. SEND US YOUR INQUIRIES.
MEMPHIS, TENN.

J. W. DICKSON, Pres. and Gen'l Mgr. JOHN R. FLOTRON, Secy.
 JOHN T. BARLOW, Vice-Pres.
The J. W. Dickson Lumber Co.,
 MANUFACTURERS,
HARDWOOD LUMBER,
OAK, ASH, GUM AND COTTONWOOD.
 GUM A SPECIALTY, 3/8 INCH AND THICKER.
 Lumberman's Standard Code
 Cable address: Dickson. **MEMPHIS, TENN.**

WE HAVE IN STOCK
 500,000 Feet White Cane Ash.
 1,000,000 Feet Plain Red Oak.
 Two to Three Million Feet Cypress.
 and a quantity of
All Southern Hardwoods
 Write us.
J. W. Thompson Lumber Co.
 MEMPHIS, TENN.
 Office and Yards: Randolph Road and I. C. R. R.

E. T. BENNETT, President. J. W. THOMPSON, Secretary.
 F. P. ABBOTT, Vice-President. J. N. PENROD, Treasurer.

 OAK, ASH, GUM,
 POPLAR, COTTONWOOD,
 CYPRESS.
Memphis, Tenn.
 EVERYTHING AND ANYTHING IN GUM.
 Cable Address: "BENWOOD."
 CODES USED: Western Union, A. B. C. 4th Edition, Lumberman's Standard, A 1 Telegraphic Code.

Goodlander-Robertson
Lumber Co.,
HARDWOOD LUMBER
POPLAR, OAK, ASH,
HICKORY AND WALNUT.
 WE SOLICIT ORDERS FOR MIXED
 CARS. ROUGH OR DRESSED. **MEMPHIS, TENN.**

I. H. ARTHUR Pres.
 L. P. ARTHUR Secy. & Treas.
ARTHUR LUMBER CO.

 OFFICE: 280 RANDOLPH BLDG. **MEMPHIS, TENN.**

G. S. GLADDEN
 Wholesale and
 Manufacturer
HARDWOOD LUMBER
 Specialty
THIN QUARTERED WHITE OAK.
MEMPHIS, TENN.

We pay cash for all Southern Hardwood Lumber, green or dry. Will contract for your total mill cut. Write or call and see us.

Bell-Thompson Lumber Co.
 HARDWOOD
 and
 CYPRESS **LUMBER**
 ALSO CYPRESS SHINGLES.
 MILLS:
 TENNESSEE, ARKANSAS,
 MISSISSIPPI. **Memphis, Tenn.**

A. J. McCausland
LUMBER CO.
 MEMPHIS, - - TENN.
 Manufacturers and Dealers in
Gum, Oak, Ash
AND COTTONWOOD.
 Mills at De Valls Bluff, Arkansas.

ARPIN HARDWOOD LUMBER CO.
BRUCE AND GRAND RAPIDS, WIS.

Complete Stock of Hemlock. Also a Good Assortment of Pine.
 Our Specialties are

HARDWOODS

HAVE A GOOD STOCK OF THE FOLLOWING ON HAND:

- | | |
|---|--|
| 1, 1 1/4, 1 1/2 and 2 inch plain and red log run Birch. | 1, 1 1/4, and 2 inch Black and White Ash. |
| 1, 1 1/4, 1 1/2 and 2 inch Curly Birch. | 1, 1 1/4, 1 1/2, and 2 inch Soft and Rock Elm. |
| 2 inch log run Basswood. | 1 and 2 inch White Oak. |
| 1 inch Soft Maple | 1, 1 1/4 and 2 inch Hard Maple. |
| | 1, 1 1/4 and 1 1/2 inch Birds Eye Maple. |

We are headquarters for Basswood products, such as Ceiling, Siding and Mouldings. Also a Fine Grade of Birch, Maple and Oak Flooring, kiln dried, end-matched and bored.

Jenwood Lumber Co.

WAUSAU,
 WIS.

MANUFACTURERS.

We Offer Especially

- 1 inch End Dried White Basswood.
- 1 inch " " " Birch.
- 2 inch No. 1 Common and Better Basswood.
- 1 1/4 inch No. 1 " " " Birch.
- 1 1/2 inch No. 1 " " " "
- 2 inch No. 1 " " " "
- 1 inch No. 2 " " " Soft Elm.
- 2 inch No. 2 " " " " "

ALSO OTHER WISCONSIN HARDWOODS.



JOHN M. BEALL,
 Asst. G. P. A.,
 St. Louis.

M. H. BOHREER,
 D. P. Agent,
 Marquette Bldg., Chicago.

J. F. OLSEN,
 Agent L. and I. Dept.,
 225 Dearborn Street, Chicago.

Ann Arbor Railroad

AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from
 GLADSTONE, MANISTIQUE, MENOMINEE, MICH., and
 KEWAUNEE AND MANITOWOC, WIS.

To All Points in
 OHIO, PENNSYLVANIA, VIRGINIA AND ALL
 EASTERN POINTS.

THE FAVORITE ROUTE FOR LUMBER SHIPMENTS.

First-Class Passenger Accommodations.

For Information Apply to

C. W. PEAKE,

Com'l Agent Ann Arbor R. R.

MILWAUKEE, WIS.

We want to make a contract with two or three strictly first-class yellow pine mills to handle their product—strictly up-to-date mills with a capacity of 100,000 to 200,000 feet per day. Any manufacturer who desires to have his product handled in this way, we would be glad to communicate with. Of course it must be based on price that would warrant our taking on the deal.

THE ADVANCE LUMBER CO.,

CLEVELAND, OHIO.

VOLLMAR & BELOW,

MARSHFIELD, WIS.

**WISCONSIN HARDWOOD AND
 HEMLOCK LUMBER.**

We have the following dry stock for immediate shipment:

- Soft Elm 1 to 2-inch thick.
- Rock Elm 1 to 3-inch thick.
- 1 inch Black Ash.
- 1 inch Birch.
- 1 inch Wisconsin Red Oak.
- 1 inch Cull Basswood.

WRITE FOR PRICES.

SAXTON & COMPANY (LIMITED.)

CABLE ADDRESS, SEVIER. EXPORTERS AND DEALERS IN Liverpool London Chambers,
 A. B. C. ZEBRA. LUMBER AND LOGS. LIVERPOOL.
 LUMBERMAN'S W. U. AND PRIVATE CODES. KNOXVILLE, TENN. 85 Gracechurch St., E. C., LONDON.
We Buy and Sell Choice Hardwood Lumber.

The W. V. Davidson Lumber Co. Benedict Bros. W. V. DAVIDSON,
 M. F. GREENE,
DAVIDSON-BENEDICT CO., J. N. HICKS,
 Wholesale Manufacturers and Shippers, C. H. BENEDICT,
 C. B. BENEDICT.
 ROUGH AND DRESSED LUMBER NASHVILLE, TENN. **OAK, POPLAR, ASH, CHESTNUT, WALNUT.**

E. STRINGER BOGGESS,
...HARDWOODS...

DOMESTIC. EXPORT.
 Clarksburg, W. Va.

Codes:
 A. B. C.
 Lumberman's.

THE HIMMELBERGER-HARRISON LUMBER CO.,
RED GUM.

Morehouse,
 Mo.

RED OAK,
WHITE OAK,
ASH.

Plow Beams and Handles,
 Wagon Felloes and Gearing,
 Car and Bridge Timbers.

Spokes: Club Turned
 Oak and Hickory.
 Ceiling, Flooring, Etc.

Our Specialty:
RED GUM,
 Air Dried or Kiln
 Dried. All Grades,
 Dressed or Rough.

CYPRESS,
 Choice Export Stock. **SOFT ELM.**
 Bed Slats, Bed Posts,
 Curtain Pole Stock.

We Must Move

Ten cars 1-inch common quartered red oak.
 Five cars 2-inch common quartered red oak.
 Twenty cars 1-inch shipping cull poplar.
 Three cars 1-inch 1st and 2ds plain white oak.
 Three cars 1 1/4-inch 1st and 2ds plain white oak.
 Six cars 1-inch common plain red oak.

Write us. We can interest you.

LOVE, BOYD & CO.
 NASHVILLE, TENN.

Where to Locate?

WHY IN THE TERRITORY
 TRAVERSED BY THE . . .

Louisville
 AND **Nashville**
Railroad,

—THE—
 Great Central Southern Trunk Line,
 —IN—
 KENTUCKY, TENNESSEE, ALABAMA,
 MISSISSIPPI, FLORIDA,
 —WHERE—
 Farmers, Fruit Growers,
 Stock Raisers, Manufacturers,
 Investors, Speculators
 and Money Lenders

will find the greatest chances in the United States to make "big money" by reason of the abundance and cheapness of

Land and Farms,
 Timber and Stone,
 Iron and Coal,
 Labor—Everything!

Free sites, financial assistance, and freedom from taxation for the manufacturer.

Land and farms at \$1.00 per acre and upwards, and 500,000 acres in West Florida that can be taken gratis under the U. S. Homestead Laws.

Stock raising in the Gulf Coast District will make enormous profits.

Half Fare Excursions the First and Third
 Tuesdays of each Month

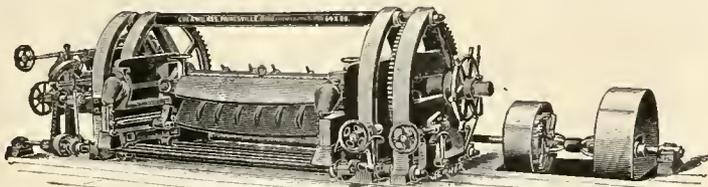
Let us know what you want, and we will tell you where and how to get it—but don't delay, as the country is filling up rapidly.

Printed matter, maps and all information free. Address.

R. J. WEMYSS,
 General Immigration and Industrial Agent,
 LOUISVILLE, KY.

IF YOU WANT THE BEST

Veneer Cutting Machine on earth buy the Coe & Wilkes' machine. Heavy, well made, fully guaranteed, sold strictly on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.



Established 1852.

THE COE MFG. CO., - Painesville, O., U. S. A.

The Michigan Maple Company

INCORPORATED 1902.
609-611 Mich. Trust Bldg.

Grand Rapids, Mich.

WE ARE NOW PREPARED TO CONSIDER CONTRACTS FOR

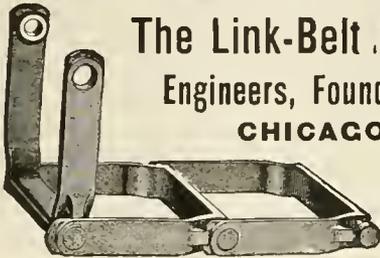
MAPLE

FOR NEXT SEASON'S DELIVERY.

LINK-BELT CONVEYORS

FOR HANDLING

LOGS, SLABS, GENERAL SAW LUMBER, SAWDUST, MILL OFFAL, Etc.



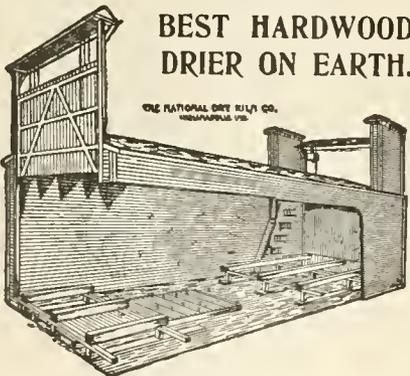
The Link-Belt Machinery Co.,
Engineers, Founders, Machinists,
CHICAGO, U. S. A.

Send for New
Illustrated Catalogue,
No. 28-D.



"Our new plant will be in operation about October 1st, 1902. We are now ready to book orders for flooring and mattress frames. Correspondence solicited."

ELK RAPIDS IRON CO.,
Elk Rapids, Michigan.



BEST HARDWOOD
DRIER ON EARTH.

THE NATIONAL DRY KILN CO.
INDIANAPOLIS, IND.

WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

IS SUCCESSFULLY DRYING HARDWOODS FOR OTHERS
AND CAN DO THE SAME FOR YOU.

REEDSVILLE, WIS., Aug. 23, 1901.

NATIONAL DRY KILN CO., Indianapolis, Ind.

GENTLEMEN:—In regards your Moist Air Drier, I am pleased to state that it does fine work on all kinds of Hardwood, etc., which comes out in first class condition and is the best seasoned stock I have ever seen. I recommend the National Drier to anyone in need of good dry lumber.

No flies on your kiln.

Yours truly,

A. H. RUSCH.

OUR STEEL ROLLER BEARING TRUCKS ARE UNEQUALED.

THE NATIONAL DRY KILN CO.

1118 East Maryland Street, INDIANAPOLIS, IND.

HERE WE ARE AGAIN

Doing the same old thing!!!

SAWING WOOD

We make, without a doubt, the BEST thin Oak, Ash, Poplar and Gum Lumber that is manufactured in the United States. Try us. Write us, or if in a hurry, telegraph.

RUSSE & BURGESS, MEMPHIS, TENN.

THE HARDWOOD RECORD

VOL. XIV.

SATURDAY, OCTOBER 4, 1902.

No. 13

THE HARDWOOD RECORD.

PUBLISHED

EVERY OTHER SATURDAY

—BY—

C. V. KIMBALL,

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

TERMS OF SUBSCRIPTION:

U. S., Canada and Mexico.....\$1.00 per year.
Foreign Countries..... 2.00 per year.

ADVERTISING RATES ON APPLICATION.

The cost of advertising in the Wanted and For Sale
columns will be found at the head of that department.

ADVERTISING INDEX ON PAGE 25.

THE BUSINESS SITUATION.

Business is booming along at about as high pressure as ever, but to our way of thinking it is far from being on a sound basis. Merchants are crowded with more business than they can handle, factories and foundries are behind with orders, railroad earnings are heavy and the October dividends, being declared by many of the corporations, are satisfactory; but in spite of all, the shrewd business man looks upon the situation with more or less distrust. In spite of all the rush and hustle of high pressure prosperity there are many reasons to believe that a sharp reaction is coming in a short time, and the sooner it comes the better.

The selling of English steel in Chicago is a matter of much significance. Under normal conditions this country is an exporter of steel. Under normal conditions we produce more steel than we consume, but at present an abnormal demand has caused such an advance in prices that English steel can pay the freight and tariff charges and be delivered in Chicago at a profit. This means that with a return of normal conditions the price of steel must decline sufficiently to absorb all those charges and more before American steel can undersell English steel in

the open market. That will mean a tremendous shrinkage, which will need be distributed through many channels, to the railroads, ore fields, steel plants and the laboring people; and the process of distribution is liable to jar things considerably.

And the conditions which exist in the steel trade exist in almost all lines of business. Everything is on an inflated basis and the time is due for the people to come to their senses, and the sooner the better, because the higher things go, the harder they will hit the ground when the foundation gives way. That things can continue as they are even the most optimistic do not expect. The reaction is only a question of time, and the sooner it comes, the less disastrous it will be.

One especially bad feature of the present situation, it seems to us, is the extent to which the control of the business of the country has passed into the hands of speculators and gamblers. The greatest industries of the country, upon whose wise and conservative management the happiness and prosperity of many of our citizens depend, as made the stakes in their crazy games of chance in a manner almost beyond belief. They are reorganized and consolidated and bonded and mortgaged until their own father wouldn't know them. Then they are unloaded upon the credulous public as something new and strange and wonderful. There was never anything like it in the world before, and the grave financiers of Europe are looking on in astonishment and wondering with what strange new virus of folly the American people have become inoculated.

There will come an end of all this some day soon. Their gigantic operations were only rendered possible by the concentration of all the great wealth of this great country into Wall street, but the money belongs to the people, and not to Wall street, and the people, not liking the looks of things—beginning already to doubt the soundness of their wonderful Morgans and Moores and Harrimans—began to withdraw their money from Wall street, and the Wall street bankers began to put the screws on the gamblers, money mounting to from 4 to 20 per cent. Then, to avert a panic the government was forced to come to the relief of Wall street. The relief is only temporary, however, and all the money in the United States treasury will not save the gamblers from ultimate annihilation.

There is an old Greek saying to the effect that whom the Gods would destroy they first make mad, and Morgan and his kind have surely gone mad. They have had such success in blowing up their bubbles and building their wind palaces that they have evidently become possessed of the idea that they are omnipotent, and have even declared through the newspapers which they control that Theodore Roosevelt is not a safe president and that they shall defeat him for the nomination for the presidency if possible, and if that is not possible they will nominate a "safe" man on the Democratic ticket and elect him.

They want safe men now—quiet men—and must have them, because any noise or concussion is liable to prove disastrous to their bubbles. Everybody must keep mighty still—mighty still—and because President Roosevelt made a few very conservative speeches, in which he mildly said that it might be well to enact some legislation which would enable the people to control the trusts, rather than that the trusts should control the people and set their will at naught, as in the case of the coal trust, Wall street threw half a dozen fits, and in order to prevent a collapse at an inopportune time Mr. Roosevelt had to get a sore leg and go home.

It may strike you that we are a trifle hard on the gamblers and speculators—the Morgans, the Moores and the balance of them—but we believe that what we are saying is mild and conservative to what you will be saying in a year or two.

To sum up the situation, we state that business continues good, demand strong and prices as high as ever, or higher, but that in our opinion this is a good time to sail close to shore. You won't make any mistake in so doing. There is a large crop of corn coming in which bids fair to bear a good price, and present conditions may hold another year, or someone may throw a brick and start something most any time.

Everything is on too high a basis, and we doubt if it is possible for things to ease off gradually.

In the meantime business is mighty good.

After an adjournment of several months the Cincinnati Lumbermen's Club will resume its regular monthly meetings. The date set upon for the first one of the season is Monday, October 13.

A GOOD SHOWING.

On Saturday, September 27, the Traffic Committee of the National Hardwood Lumber Association held a meeting and went over the work of Mr. Hurlbut and his assistants, and the showing made by Mr. Hurlbut was most gratifying.

This Traffic Department has only been in existence about three months, but already it has demonstrated that such a department, under the management of so thorough a railroad man as Mr. Hurlbut, can be of untold benefit to the lumber trade.

Knowing but little of the railroad business, we had but little knowledge as to the lines upon which Mr. Hurlbut would proceed, and the results he has achieved were something unexpected.

On September 23 Mr. Hurlbut sent out the following letter:

September 23, 1902.

To Association Members.

Gentlemen:—We find that in a great number of cases the rates on hardwood lumber shown in the tariffs published by the Illinois Central Railroad and the Yazoo & Mississippi Valley Railroad as applying from stations south of the Ohio River on those two roads, to points on the Illinois Central Railroad in Illinois, Indiana, Wisconsin, Iowa, Minnesota, and South Dakota, are higher than should be charged under the so-called "long and short haul" principle; in other cases, the published through rates are higher than the combination of local rates.

These conditions have existed for some time past and have not yet been corrected, but steps have been taken which, we believe, will bring about the desired improvement. In cases where the higher rates have been charged, overcharges have resulted, and, with a view of having them refunded, you are requested to send to the undersigned, as early as practicable, a statement showing the following information, bearing in mind that it should include only hardwood lumber shipped from and to the points above mentioned (but not including St. Louis, East St. Louis, Cairo, Evansville and Chicago) from June 25, 1900, to date:

Dates of shipments, in consecutive order.
Car numbers and initials.
Shipping point.
Destination.
Kind of lumber (oak, ash, etc).
Weight.
Freight charges.

For convenience an alphabetical list of the points of destination on the Illinois Central Railroad in Illinois, Indiana, Wisconsin, Iowa, Minnesota and South Dakota, is herewith enclosed.

Yours truly,

W. D. HURLBUT,

Traffic Manager.

From this it will be seen that the work of this department promises to be of direct practical benefit, not only to the hardwood trade, but to all branches of the lumber business.

The work of going over that portion of the Illinois Central system mentioned in the letter occupied almost the entire time of Mr. Hurlbut and his three assistants for six weeks, and each one of them is an expert. It would take a lumberman a year if he could do it at all. The result

is that it would not be done at all. The Traffic Department has done the work for all lumbermen.

The Traffic Department will now proceed to go over the tariffs of the other roads throughout the lumber regions, and the service he is prepared to render is of especial value to the large yellow pine shipping interests of the South. A large yellow pine concern in the South will ship to nearly all the small cities throughout Illinois or Indiana, and it is to such points that the inequalities exist.

The lumber trade can well afford to support the Traffic Department, in fact, it cannot afford to do otherwise.

THE COAL STRIKE.

There was never in the world such a spectacle presented for human contemplation as that presented by the coal trust in its relation to the government and people of the United States at the present time.

Here is a country with 70,000,000 people in it, comprising the greatest nation in the world to-day, being deprived of one of the necessities of life by a corporation of its own creation. Things have already gone so far that business in many lines is crippled, and so far that no matter what is done now there will certainly be great suffering in many sections before the winter is over, and every family in the land in moderate circumstances will have to stunt itself to pay its coal bill.

The feeling of the people over the situation is one of mingled irritation and astonishment. They are receiving an object lesson regarding the power of a trust from which they are learning more in a few months than they could ever learn from books or speeches.

Throughout all the anthracite regions a state of anarchy exists, and the spirit is spreading. The people of Chicago have not suffered as yet, but because of the spirit of recklessness and lawlessness which seems in the air, they are seizing billboards, board walks and even frame tenements which happen to be vacant, and converting them into fuel. What the condition will be before the winter is over is hard to say.

We cannot determine from the many conflicting statements what the merits of the strike are, but the miners have always been ready to go back to work and submit their claims to arbitration; and all things considered, the operators should have done this.

All other efforts having failed, President Roosevelt has expressed a determination to settle the strike, if possible. We trust he may be able to do so, but have our doubts. For the government to seize the mines by armed force and operate them for the public benefit, as many conservative men and conservative newspapers advise, would, it seems to us, be a dangerous and desperate course to pursue.

The West and South have not the interest in the matter which the East has, as they are not so entirely dependent upon anthracite coal, but throughout the Middle, New England and Atlantic coast states there is certain to be great suffering the coming winter, even though the president succeeds in affecting a settlement at an early date. The mines will have to be pumped out and put in condition to operate, and it will be early winter before any anthracite coal of consequence can be put into the channels of trade, and winter will be over before the legitimate demand can be anywhere nearly met.

This is the first strike the president of the United States has been called upon to settle, but it probably will not be the last.

MEETING OF THE BOARD OF MANAGERS.

Since the abandonment of the semi-annual meeting of the National Hardwood Lumber Association, it has been the custom to call a meeting of the Board of Managers in the fall to see that things are running smoothly. Such a meeting was held on September 26, the following members being present:

F. H. Smith, president, St. Louis.

W. H. Russe, first vice-president, Memphis.

W. H. White, second vice-president, Boyne City Mich.

A. R. Vinnedge, secretary, Chicago.

J. W. Thompson, director, Memphis.

C. R. Mengel, director, Louisville.

O. O. Agler, director, Chicago.

W. A. Bonsark, director, St. Louis.

Not much business of importance was transacted, everything being in such satisfactory shape that no changes or new legislation was deemed necessary. Surveyor-General Wall made an extended report showing remarkable growth in his department. Mr. Fathauer, chairman of the Rules Committee, reported that the trade seemed satisfied with the rules as they are, and his committee had no suggestions to make. Secretary Vinnedge reported a steady growth in membership, and healthy financial condition. Chairman W. H. Russe, of the Traffic Department, reported the progress being made, but as that matter is treated in another article, we will not consider it here.

While not much important business was transacted, it was a good meeting, in that a good many things which had been proposed and were agitating the membership to some extent were discussed, considered and rejected as not being for the good of the organization.

In the evening the visiting members of the board were entertained at an informal banquet at the Athletic Club by O. O. Agler and A. R. Vinnedge, the resident members, in handsome style.

All the visiting members attended the banquet with the exception of Mr. W. H.

White, who, being accompanied by his wife, had made other arrangements. There were present, in addition Messrs. H. M. Nixon, secretary of the Chicago Hardwood Exchange; W. D. Hulbut, of the Traffic Department; H. C. Jackson, of the Michigan Maple Company; Fred W. Upham, of Fred. W. Upham Lumber Company; M. A. Vinnedge, of Vinnedge Bros.; M. M. Wall, surveyor-general, and C. D. Strode.

The table was laid in a private dining-room, the table decorations were tasteful and the menu of the best which the commissary of the Athletic Club affords, and a more congenial party was probably never together.

From first to last the meeting was a success, and all of those in attendance were well pleased.

THE TWO ASSOCIATIONS.

As all our readers know, there has been, and is being, a determined effort made to organize the Hardwood Manufacturers' Association of the United States. With such an effort, honestly and fairly conducted, the Hardwood Record can, of course, have no fault to find. We scarcely believe that such a general association could accomplish much of general value. The manufacturers of Michigan and Wisconsin hardwoods have but little more in common with the producers of quartered oak and poplar than they have with the producers of yellow pine and cypress. Still, anyone who believes such an association is needed and can be established has a right to attempt to establish it. But he should not, in attempting to do so, resort to such methods as are being resorted to by those responsible for the work of promotion in the present attempt. They may have a right to do so, but they are certainly making a **mistake**.

Their entire effort so far has been devoted to an attempt to injure the National Hardwood Lumber Association, and they have resorted to methods which the Record cannot indorse, and which, so long as they are persisted in, will prevent the Hardwood Manufacturers' Association from making any headway. In this connection we call attention to the following letter which is being sent out from the office of the promoters at Columbus, O.:

Office of Hardwood Mfgs. Asso. of U. S.,
Bureau of Grades,

Columbus, O., Sept. 13, 1902.
To All Members.

We completed the inspection of a car of 2-inch No. 1 common poplar shipped into New York state recently by one of our members.

Upon its arrival it was inspected by National Hardwood Association inspection, which was as follows:

5,912 ft. 2-inch common.
6,224 ft. 2-inch cull.
92½ ft. 2-inch mill cull.
31 ft. 1½-inch common.

Upon notice of consignor, who objected to this inspection, we immediately sent an

inspector of our bureau of grades to re-inspect the same, with the following result:

Hardwood Manufacturers' Association inspection:

12,224 ft. 2-inch No. 1 common.

1,396 ft. 2-inch No. 2 common.

88 ft. 1sts and 2ds. 2-inch.

Car was settled for according to the latter inspection. This is for your information.

Truly yours,
(Copy.) LOUIS DOSTER, Secy.

As to whence the letter came to this office, that is our business. We all have our friends, and we have received several copies.

It is scarcely necessary to discuss the letter, and we would not publish it, only to show the tactics of the promoters of this movement. It bears on its face evidence which convicts the author of it of narrowness, prejudice and ignorance, or of a deliberate attempt to mislead. It might have had some effect 20 years ago, but the hardwood business of to-day is conducted and controlled by big and able men, whose only sentiment on receiving the letter will be one of disgust for the motives which prompted the sending of it, and surprise at the lack of wit which would lead anyone to suppose that the hardwood trade of to-day could be seriously moved by such twaddle.

It is a direct insult to the National Hardwood Lumber Association and especially to the inspection bureau committee, because it plainly intimates that the inspection of the inspection bureau is grossly incompetent or crooked. It may not be amiss here to state that the gentlemen composing that committee are: J. W. Thompson, Memphis, Tenn.; E. C. Colcord, St. Albans, W. Va.; W. E. Smith, Cairo, Ill.; W. J. Wagstaff, Oshkosh, Wis.; A. J. Lang, St. Louis, Mo.; H. B. Lewis, Elk Rapids, Mich.; W. W. Knight, Indianapolis, Ind.; E. A. Swain, Cincinnati, O., and W. M. Weston, Boston, Mass. It isn't necessary to say anything further on that point.

The difference in the rules of the two associations might make some difference in the result, but not such a difference as the letter indicates. Such a difference shows that one inspector or the other is grossly in error or that the inspector of the Hardwood Manufacturers' Association was sent with instructions to make all the difference he could, and we are forced to say that the tactics pursued by the promoters of that organization do not raise them above such suspicion. We are also to infer that the buyer, holding a certificate of the National Hardwood Lumber Association for the car, was so overwhelmed by the presence of the later inspector that he paid somewhere from \$69 to \$70 more than the National certificate called for.

Oh, well! it doesn't matter. We publish the letter so that all the trade may read it. It was not sent to the newspapers, with possibly one exception.

There are some good men and warm

personal friends of ours who have become identified with the movement, and a good many whose names have been used without authority. The good men who belong joined because they sincerely believed that some good would come to the hardwood trade by the movement; but the movement is dominated by those whose principal endeavor seems to be to injure and disrupt the National association, and defeat its only object, the establishing of uniform inspection. And the quicker the good men cut loose the better.

The object of the National association, and its only one, is the securing of uniform inspection, and the attack being made upon it is clearly intended to defeat that movement. With the rules of the National association all our readers are familiar; and they know the character and standing of the men named above, who have charge of the application of those rules. That all of their inspectors are infallible is, of course, not possible; but we believe it will be a long time ere the hardwood trade will take the control of their inspection from such men and turn it over to—well, we will mention no names, but it will be a long time.

And down at the bottom of all the mischief is Mr. J. E. Defebaugh.

AN AUTHORITY ON GUM.

Boston (East Cambridge) Mass., Sept. 15, 1902.

Mr. Editor:—We are pleased to commend your editorial on gum in the issue of September 6. We have no experience in the manufacture of this wood, but have handled it successfully for more than twenty years, and have probably sold more than all the other dealers in Boston. Long years ago we discovered one at least of the secrets of getting it straight, and keeping it so. The first that came to Boston was about sixty days old when it was put into the dry kiln, and it came out twisted in all kinds of shapes. We tried the experiment of sticking it carefully, and letting it remain until very dry, and since then have had no trouble. We believe that it is a valuable wood, and if properly stuck, say four or five sticks for twelve feet, and kept on sticks until thoroughly dry, it will be straight and stay so. We find that there is no better wood to stain or paint, and if finished right in the natural color, it is hard to find in the common woods anything prettier. We have handled a good deal of it quarter-sawed, and find when properly dried it will stay anywhere, as well as the best pine. We do not believe that the height of the pile has anything to do with the splitting of the lumber if it is manufactured as it should be, pile the length separate and have the last stick close to the end. And while it has nothing particularly to do with the value of gum, we would like to get the ear of every manufacturer of hardwood lumber in these United States, and impress upon them the

IN MEMPHIS CIRCLES.

advantages of sticking their lumber properly, and keeping the piles well covered. We have just unloaded a car of 1-inch quartered oak, that has been on sticks one year; it was stuck with green edgings 2 inches to 5 inches wide, to say nothing about kinks innumerable; nearly every piece was dozed or stained in $\frac{1}{8}$ inch to $\frac{1}{4}$ inch; also a car of 2-inch maple; the narrow plank was used for sticks and the value of the lumber reduced at least \$5 per thousand feet. Every manufacturer can without much trouble have dry sticks. We use them $\frac{7}{8}$ x $\frac{3}{4}$ -inch and nothing over 5 feet long. At the present price of hardwood lumber it pays to take care of it as never before, and it costs no more to handle it right than wrong. We have always taught our men that the same rules as regard neatness and care apply as much to a lumber yard as to the largest and best dry goods store. Many of the manufacturers understand this, and their lumber sells itself at the top price. We do not believe it is good business judgment to pay \$30 to \$60 dollars per thousand feet for lumber, and \$10 to \$20 freight, and roll it in the mud, or let the sun or rain spoil it; neither is it good judgment to manufacture good logs into poor lumber, and stick it badly or leave it in the sun to warp and twist, and again, there is no sense in making lumber 4 to 10 inches longer than is necessary. Twelve feet one inch is as good as 12 feet 6 inches, and the extra freight at 25 to 40 cents per hundred pounds is considerable; and again, don't mix in 25 per cent of lumber thirty days old with stock six or eight months old; it makes lots of trouble for the retailer who kiln dries it. If it is necessary to put it in to fill a car, keep it separate, and say so in the invoice. You will lose nothing in the long run, and again get your lumber on sticks as quick as possible after it is sawed. Every thousand pounds of water you can get out of it means two to four dollars saved to you or the buyer. The dealer in the East has to pay too much ground rent, insurance and taxes to put all his lumber on sticks and hold it until it is dry enough to kiln dry, or sell it to others to do the same thing. To a large number of saw mill men this advice is not necessary; they know, practice and profit by it, but a very large amount of lumber comes to this and other markets that shows plainly enough carelessness and ignorance in sawing and handling, and the owners suffer accordingly. If any of your readers visit the East, we most respectfully ask them to visit our yard (223 to 249 Bridge street, East Cambridge, Mass.) and we will show them that we practice what we preach.

JOHN M. WOODS & CO.

The Delphi Lumber Company's planing mill was destroyed by fire recently, together with a large amount of finished product. The loss is estimated at \$15,000.

There is hardly any need to say, for it has been said so often before, that Memphis is the greatest central market in the hardwood producing country to-day, but it has not yet been said, or at least not so often, that she is just at the beginning. Since the beginning of this year the number of institutions engaged strictly in the manufacturing and marketing of hardwoods has increased to such an extent that simple addition would be too slow a process to arrive at the result.

In comparing them—but comparisons are odious. There is not one of them, though, that doesn't have a good insight into their business and are forever on the alert. They have to be that way or they wouldn't last long in Memphis.

It is not correct to say, and the inference is not meant, that it is a cut and grab game that is played there. There are no more sociable people in any line of trade in any city on earth than is found in the Memphis hardwood lumbermen, and there is a confidential relationship among them that is markedly observable; an interchange of business, and interchange of ideas and information, and a social relationship that gives breadth and tone to the market.

As an illustration, not so very long ago, a certain lot of lumber was bought by one firm from another and sold to another firm and the difference in price between the original seller and the final buyer was \$8 per thousand feet. They believe in helping each other out in that way.

Seriously speaking, and as a matter of fact, perhaps, it is astute reasoning—this idea of boosting your neighbor, of letting down the bars and inviting others into the field. Competition gives life and life is everything.

And finally, not to get too personal, a great many of the Memphis hardwood lumbermen are represented in the advertising pages of the Record. Look them up and take a shot at the biggest and best market in the country.

FROM THE HUNTING GROUNDS.

Friend Kimball:—If you will look up Eagle Station, on the map of Colorado, you will see that there is a creek joins the Eagle River from the south. Eighteen miles up this creek is a camp, consisting of a large tent and the usual camp equipment. This is my present temporary home, with a small party of friends. The location is a spruce and aspen grove, with high mountains near on both sides of a little valley, about one and one-half miles nearer the clouds than Chicago. My contract is to furnish camp with fish. The other boys have contracted to bring in the meat. If there was a pecuniary consideration imposed for non-fulfilment of contracts, I am afraid the meat contractors would go broke, as the deer and grouse have not yet come down into the valley. They spend the summers on the high mesas—one to two thousand feet higher, and do not come down until snow covers their feeding ground. The boys think it is too much like hard work to go up after

them. Since being in camp the weather has been fine, cool nights and warm, pleasant days. No mosquitoes or flies. As I am writing this on a lemon box for a desk, sitting on a chair improvised out of a half log for the seat, and a trunk of a tree for a back, attending to the cooking of some beans, the other boys are loafing around camp getting together some logs for a camp fire to-night and resting after a hearty dinner. Below is our to-day's menu.

Camp Tenderfoot, Rocky Mountains, Colo.
Thursday, September 18, 1902.

Soup.
Oxtail, "A B C" Brand.
Fish.
Brook Trout, "F. H. C." Catch.
Meat.
Pig, Cured and Smoked, "Lipton."
Entrees.
Beans, Mexican, Baked in Nature's Oven.
Potatoes, Colorado.
Relishes.
Pickles, Mixed, "Dinger."
Colorado Mountain Air.
Drinks.
Spring Water, "Nature's Best."
Fruit.
Grapes, Peaches and Pears, "Grand Junction."

With appetites like a range steer, you can guess that we made that dinner look like a "mill cull."

Much as we are enjoying our outing, Saturday will find us breaking camp, and in a few days taking up our duties as bread winners—one to mercantile life in a Colorado town, another to expounding the gospel as laid down by John Wesley, and the writer back at 131 Adams street.

With kind regards to all the boys,

I am yours very truly,

September 18, 1902.

F. H. C.

The above letter is perpetrated by F. H. Cass, lumber agent, at Chicago, of the C. & E. I. Ry. We have learned since that Mr. Cass has reached Chicago and is having some difficulty in explaining to his better half how it was that his baggage came in two days in advance of his own arrival.

FORESTRY ON WEST POINT GROUNDS.

Washington, September 5, 1902.

The United States Military Academy at West Point will practice some system of forestry on 2,500 acres of hardwood timberland near the academy. These grounds have been used as a park, and the intention of the Secretary of War, who has applied to the Bureau of Forestry for advice in managing them, is to continue to use them for this purpose, but to cut from them also a regular supply of fuel. A working plan for the management of the land will be made by Frederick E. Olmstead, of the Bureau of Forestry, and an inspector will be appointed, who will see to it that cuttings are made according to Mr. Olmstead's plan, without spoiling the appearance of the woods.

All the military wood reservations near the forts in the West are to be managed according to plans prepared by the Bureau of Forestry. The Secretary of War has asked for advice in making cuttings on these lands, and the plans will be made as soon as possible. The reservations comprise about 117,000 acres.

The Three States Lumber Company of Cairo, Ill., have arranged to start a yard in Memphis about the first of the year.

The Man About Town.

BY C. D. STRODE.

A STREAK OF LUCK.

I had a bit of luck last week. It isn't often I have any luck and I never count on it. I find myself getting a bit sour on the world as I grow older. I seem to be unlucky. Last spring I came near moving into a steam heated flat where the landlord would be forced to furnish the heat, but no, I concluded to remain where

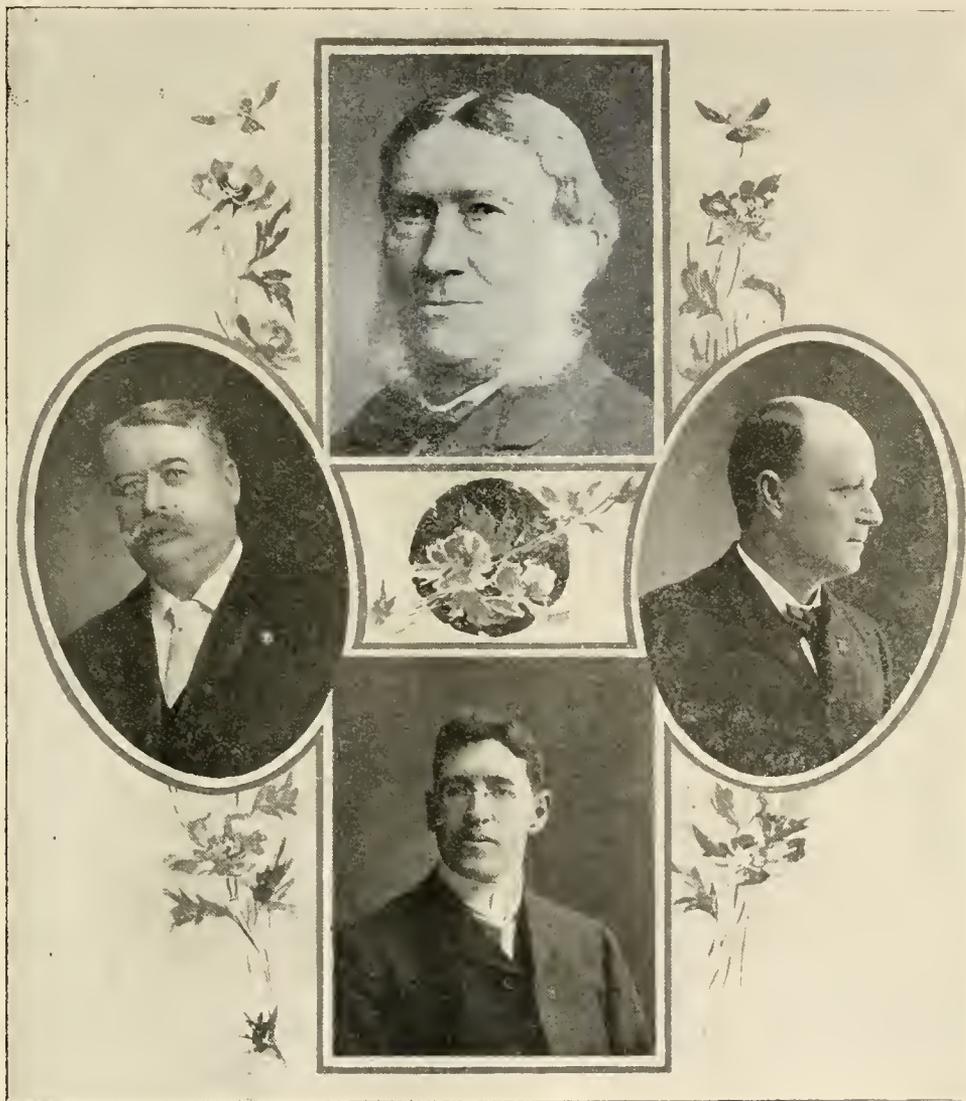
It is my experience that the people who really ought to have luck hardly ever get it. Things are not equally divided in this world. The people who are industrious and who love to labor and work, and who are in no wise dependent on luck, seem to have it all; while we who are almost entirely dependent on luck get none of it, or mighty little. But when we do get

about such things I'll get in a bad humor and forget all about that bit of luck I had last week. Come to think of it, though, it was week before last.

* * *

The way of it was this:

I went up into the upper peninsula of Michigan on some business in connection with—but there—if I get started on



W. S. Johnson, Treas.

Theo. Plathner, Pres.
C. C. Johnson, Secy.

W. A. Whitman, Vice-Pres.

I was, and where I must furnish my own heat. And here I am, up against it, with coal \$14 a ton. If things keep on I'll become an anarchist.

But I had a bit of luck last week, and it cheered me up considerably. I am naturally of a cheerful disposition and it doesn't take much to make me brighten up, and last week I had a run of luck for two or three days which caused me to forget the price of coal, and that meat is anywhere from 15 to 25 cents a pound, for the time being.

a slice of it, it awakens emotions in our breasts which those more fortunately situated cannot comprehend, and I had a bit of the best kind of luck last week.

There are things in the world which, without presuming to criticize Providence, I must say I don't understand. Some men love to work, and some love to rest, but why the man who works because he loves to work should have everything going, while the man who rests because a great love of rest is implanted in his bosom should—but there! If I get to thinking

that subject I will probably neglect to tell you of that bit of luck I had week before last, and I must tell you about that.

Anyhow, I had been up in the upper peninsula on business and as I had heard that the South Arm Lumber Company had bought a plant at Marquette, and that my friend Whitman had charge of it, I thought, as I had plenty of time, I'd stop off and see Whit, and talk over our trip to Memphis that time.

So I got off the train on Friday morning and went up to the Hotel Marquette,

and was just preparing to ask Mr. J. H. Lewis, the pleasant and peaceful-looking proprietor, what discount, if any, he made for members of the press, when I was surprised to see W. S. Johnson of Milwaukee, better known to the lumber trade and the police as "Calico" Johnson, emerge from the dining-room with a party of friends. Then I knew I was all right and would be well treated, because Johnson is a good friend of mine and won't let people impose on me.

* * *

W. S. Johnson is, as everyone knows, the main spoke in the South Arm Lumber Company, and he had brought a party of friends from Milwaukee for a couple of days' outing in the beautiful and interesting city of Marquette, and to view the investments of the South Arm Lumber Company in and about Marquette.

For it is a pleasing peculiarity of Mr. Johnson that his pleasure in all good things is doubled and tripled by having his friends enjoy them with him. And Marquette is a good thing, and the investments of the South Arm Lumber Company are a good thing, so he had brought a party of friends to enjoy them with him. And I fortunately fell in with them and for two days enjoyed Marquette, the investments and holdings of the South Arm Lumber Company, and the company of Johnson's friends, who were also a good thing.

And that is the bit of luck I had reference to.

* * *

First thing I'll take up with you is Johnson's friends, for that's the important part. I could take a party of the right kind of people and have a good time in the Sahara desert, or I could take a party of the wrong kind of people and be miserable even in Marquette. Shakespeare said: "The play's the thing," but Shakespeare made a mistake. The company in which a man sees the play is the thing.

First among the company I will name Mr. Theodore Plathner of Milwaukee, whose photograph appears herewith, as president of the South Arm Lumber Company. Mr. Plathner is a capitalist, but he is all right. As a rule, I don't approve of capitalists, but I make an exception in favor of Mr. Plathner. He is a quiet man, which is a good thing to have in any party. He says but little, but I have it in my mind that he is a man who keeps up "a divil of a thinking." In spite of the fact that he is the president of the South Arm Lumber Company this was his first trip to Marquette, and I believe he enjoyed the occasion as much as anyone. He didn't say much, but that is probably because he didn't have much of an opportunity.

And there was Mr. James A. Bryden, a grain dealer of Milwaukee, who had been three times president of the Chamber of

Commerce and twice alderman of his adopted city. For Mr. Bryden is a Scotchman, and is by no means ashamed of that fact. Somehow I couldn't remember his last name and as Mr. Johnson called him "Uncle Jim," I got in the way of it.

In his day Uncle Jim was a famous athlete, and excelled at all games of strength and skill. I know he did, because he told me so himself. I don't want you to infer from anything in the foregoing that his day is passed. He is captain of the Milwaukee Curling Club, a famous organization of curlers. I really didn't know what he meant by "curling" and was ashamed to acknowledge my ignorance until we were on our way home. I know I lowered myself in his estimation by asking, but my curiosity got the better of me at last. Then I learned that "curling" is something like a game of quoits, only it is played on ice, by Scotchmen, and that in place of quoits the players use large flat stones with handles to them.

Such things are, however, and, of course, merely incidents to a very honorable and successful career, such as a Scotchman makes in any part of the world to which the Lord sends him. I haven't room to say anything further about Uncle Jim, but if you haven't gathered from the foregoing that he is a mighty fine gentleman and pleasant, hearty, wholesome company, I have written to little purpose.

And then there was Mr. Adam Currie, of Currie Bros., seedsmen and florists, also of Milwaukee. I was especially glad to meet Mr. Currie, for my wife has been getting his firm's seed catalogue for the past dozen years and planning how she would grow flowers if she was only out in the country or suburbs or somewhere where she could have room. Mr. Currie's concern is a very large and very well-known institution, and I was surprised to find that Mr. Currie is a very young looking man. He doesn't look any older than I do, and I doubt if he will admit that he looks as old. He is also Scotch and Uncle Jim says his seeds won't grow.

Mr. Currie is a pleasant gentleman of quick wit, and a fine, kindly, wholesome humor, and he did as much as anyone to make the trip pleasant.

Then there was Harold Johnson, son of W. S., a promising young man of 19 pleasant summers. Harold is a good boy, who knows how to handle himself. He is located at Marquette, as bookkeeper, and if one may judge by surface indications, stands well with the young ladies of that city. I believe if he and Uncle Jim had been there by themselves they would have had a fine time.

* * *

The city of Marquette is as flourishing a city for its size as I ever saw. It has a substantial foundation for continued and substantial growth and prosperity. An enormous iron plant is being erected, which is intended to rival the biggest

plants in the country, and where iron can be produced cheaply other industries must follow. And the Marquette people take their prospects calmly. The city has a population of fully 10,000 and even the mayor only claims 15,000.

It is one of the most handsomely built cities of its size in the country. They have stone to spare, of a handsome, reddish brown color, easily worked, and nearly everything in town is built of it. The people of Marquette are wealthy and live in fine houses. Some made their money in iron, some in lumber and some this way and some that, and the mayor assured us that you can scarcely throw a stone into any chance crowd in the street without hitting a millionaire.

And they've got the best streets I ever saw. The city owns a stone crusher or two, and they can just set a crusher down most anywhere and go to grinding, there being any quantity of soft, friable stone available, and this crushed stone has been spread upon the streets so scientifically and extensively that the streets of Marquette and vicinity are very fine.

And cement walks! Say, they've got them all over town, and for two or three miles out in the country. In driving out to the suburbs, we passed what looked like a primeval forest and there was a cement sidewalk running straight out into it.

There is a splendid high school being built and a courthouse, and altogether, Marquette is certainly a well-built town. I don't know who pays the taxes, but they are certainly expended with judgment.

* * *

Immediately after breakfast, we boarded a street car and went out to the plant of the South Arm Lumber Company. And this is what the company owns in Marquette and vicinity.

A double band mill, running full blast. Fifty-six acres of land in the city limits. Twenty-two well-built, good-looking, 1½ story houses.

A long stretch of water front, the only private water front in the harbor, with substantial, well-built docks.

Thirty thousand acres of land adjacent to the city.

Five miles of good, standard gauge railroad, well graded and heavily ironed, with full equipment of engines and logging cars.

And W. A. Whitman.

* * *

Such, in brief, is the holdings of the South Arm Lumber Company in and about Marquette, but I must go a little more into detail.

The first essential to a successful mill plant, next, of course, to the mill itself, is to have plenty of power, and we could hear the steam blowing off all the time we were about the mill during our two days' stay. The boiler is different from any I ever saw, and I have seen a great many. It is an immense, upright boiler, sur-

rounded by a fire wall, with a space of 18 inches between, all the way around. Under this mammoth boiler, the refuse of the mill is fed automatically, and by means of a system of tubes extending from the boiler—steam the open space the steam is made—steam enough to run a mill of twice the size—and all without trouble and without cost.

Inside the mill one is impressed first, with the fact that there is plenty of room and to spare, and that there are surprisingly few men about. The stream of lumber wanders about on carriers, this way and that, until it comes to a place where it goes onto trucks. Occasionally you come across a man who seems to be doing something or other, and to be ashamed that he hasn't more to do.

It is a good mill and well handled.

The 56-acre tract of land inside the city limits, with its splendid and extensive water front and railway connection, is a very valuable asset. The twenty-two houses are not the ordinary saw mill shanties, but substantial, roomy structures, well painted and well kept. The outlying land we did not visit, nor did we pay special attention to the railroad. And that cleans everything up to "Whit."

Whit, or more strictly speaking, Mr. W. A. Whitman, as vice-president of the company and superintendent of the Marquette end of the business, is a very valuable asset indeed. And that, I guess, is all I will say about him. In his case, as in the case of all my friends, I am handicapped so long as he is living. So you will have to wait until he dies (and may it be a long time and a happy and prosperous time between now and then) and I write his obituary.

We spent a half day inspecting the property of the South Arm Lumber Company and saw enough to learn that it is a splendid property and well managed.

I neglected to state that they have also a lath mill and intend to install a shingle mill in the near future.

The officers of the company are: Mr. Theodore Plathner of Milwaukee, president (Mr. Plathner is also president of the Cameron Lumber Company of Central and Torch lakes, Michigan, and is a capitalist of large means and interested in various undertakings).

W. A. Whitman of Marquette, vice-president.

C. C. Johnson of Milwaukee (son of W. S.), secretary.

W. S. Johnson of Milwaukee, treasurer.

* * *

After dinner we took a drive out to Presque Isle Park, which I have no hesitation in pronouncing the finest park possessed by any city of 20,000 population in the entire country. Its name is pronounced "Preskeel," which is French. Being somewhat rusty in my French I had no idea when they spoke of going to "Pres-

keel" that it was the place referred to on the street car sign as "Presque Isle."

It is a piece of land about 640 acres in extent, out of which the river and bay makes an island, connected to the mainland by bridges. It was donated to the city of Marquette for park purposes by the United States government, and the people of Marquette, with their customary liberality, sent to Boston for the best landscape gardener in that esthetic city to tell them how to improve it. With my fatal weakness for forgetting names I have forgotten the name of this man, although nearly every native of Marquette with whom I held converse told it me. It was something like Bigelow or Bridgetender or Bilgewater or something like that. Anyhow, Boston thinks so highly of him that it named one of its parks after him, but I cannot remember the name of the park any more than I can the name of the man, they being one and the same. Anyhow, he surveyed the park and told the people of Marquette to let the park alone—clean it up and let it alone—that, further than that it could not be improved upon. And to this day Bilgewater, or whatever his name was, is very popular in Marquette, although I believe there was some slight disappointment that he didn't advise a few cement sidewalks.

Anyhow, Presque Isle is one of the most beautiful spots in the entire circuit of the great lakes, and Bilgewater was right in saying the hand of man could add nothing to its beauty.

* * *

Saturday morning the crowd divided. Uncle Jim, Mr. Currie and W. S. Johnson called on the mayor and found him to be a mighty fine man. Besides being mayor he is editor of the "Mining News," a very creditable daily, and warden of the penitentiary.

Uncle Jim, having been for two terms an alderman in the city of Milwaukee, was much interested in the municipal management of the beautiful little city, and the mayor took them out to show them the greatest problem he had in hand at present. Right in the principal street is a short hill of considerable steepness, and the mayor says that in spite of all he can do, wet weather and heavy hauling will ruin the asphalt and crushed stone paving, and that brick or cobble stone are too slippery, and he asked Uncle Jim what he would suggest.

According to Mr. Currie's account, Uncle Jim delivered himself about as follows:

"Why, if we had that hill in Milwaukee now, we would proceed—that is, of course, provided it was on a main street. If we had that hill in Milwaukee, I say, and it was on a main street, we would proceed—er—at once—to—to—. Of course you understand it would have to come before the street and alley committee in the regular way, but in that case we would proceed at once to—er—do something to

stop the—the wearing away of the pavement in that manner."

Uncle Jim denies that he said anything of the kind and that Mr. Currie suggested that the mayor sow the hill to grass, and offered to sell him the seed at a slight reduction from the regular rate.

* * *

In the afternoon, Mr. Currie and I took a walk, which included the cemetery. We found a man digging a grave and stopped to talk awhile with him.

"Yes," he said, "I digs 'em every day. Every day I digs 'em, and often two or three.

"It's easy work, though—easy work. All sand, you see—all sand.

"It do cave in bad at times and makes a bad lookin' hole, but them as goes in never kicks—they never kicks.

"No, I only been here 'bout a year. I was here ten years ago or more, but quit to go to work building cement sidewalks. Got 'em all built, though, now—got 'em all built."

* * *

But I'll have to quit. I've taken up all my space and the history of that game of cinch, in which science was pitted against luck, and lost, the pleasant time we had coming home Saturday night, what one of the boys had in his valise and which he brought from Scotland, how I got into Chicago in time for breakfast Sunday morning, and all that, will have to remain unwritten, but not forgotten.

LOCAL GOSSIP.

Wm. H. White, probably the largest hardwood lumber operator in the country, being the principal owner of the firm of Wm. H. White & Co., and heavily interested in the Boyne City Lumber Company, was in the city last week, in attendance at the meeting of the Board of Managers of the National Hardwood Lumber Association. Mr. White says Boyne City, Mich., is the most rapidly growing town in the state and that prosperity has come to stay.

* * *

F. F. Fish, president of the Foster Lumber Mercantile Agency, now on the west coast, looking after business, writes us that he is having splendid success. He has been gone about two months now and expects to be back in another month.

* * *

The Record office received a visit Thursday of this week from Messrs. R. L. Walkley and W. E. Douglas, of the Crosby & Beekley Company of New Haven, Conn. Mr. Walkley is an ex-Chicago hardwood lumberman, of whom we are rather proud. Both are members of the Crosby & Beekley Company, Mr. Walkley having charge of the sales department and general supervision of the business, and Mr. Douglas having charge of the manufacturing plant at Bluefield, W. Va. This is a very large plant and its product is chiefly poplar. As they have had an ample supply of logs,

and have been running steadily all season, it is not necessary to state that this has been a prosperous year. Mr. Douglas says their principal difficulty is in securing competent labor.

Ralph May, representing May, Thompson & Thayer of Evansville, was in Chicago last week, looking after business matters for the firm. He reports excellent trade conditions, particularly in quartered oak.

We beg to acknowledge receipt of a very handsome souvenir card from the Thomas Forman Company, Ltd., Detroit, Mich. It is a work of art and in keeping with their own manufactured article of hardwood flooring.

Fire damaged the Rittenhouse & Embrees' big plant at Thirty-fifth street and Center avenue, to the extent of about \$6,000, last week.

George T. Houston & Co., who were reported in a previous issue as giving up their yards at Center avenue and Twenty-second street, are now occupying their new suite of offices in the Tribune building. They are commodious and finely arranged, and in keeping with the progressiveness of the company. Their new band mill at Vicksburg is about completed.

The board of general managers of the Lake Lumber Carriers' Association, which met in Chicago two weeks ago, failed to advance rates for the transportation of lumber during the last weeks of navigation. Such action, it was declared, was deferred until their next meeting, which will convene in Detroit next Tuesday.

The Chicago Hardwood Lumber Exchange held an executive meeting Thursday of last week, and talked prices and transacted other important business.

MARKET FOR GAS LOGS.

Dear Record:—The following item is from Timber, London, September 13, and is under the head of Market Reports. I suppose they are now wondering what new kind of wood the Yankee will send next.

I hope none of the Memphis crowd sent these on consignment. Their "gas," like with most of us lumbermen, is pretty heavy at times, but I never heard our sending it over in the log before.

EXPORTER.

Huskisson Dock.

Lucania @ New York, a quantity gas logs—order; 265 pcs. lignum-vitae, 5 pcs. large wood—Yorch & Co., 2,200 staves—order.

It does sound like it might have come from Memphis, but one of our Memphis friends assured us that there was one distinct ear mark missing—that is to say, they never ship "a quantity"—they count everything that goes out of their yards.

A NEW VENEER FIRM.

One of the most recent and important factors in the veneer business is the firm of George W. Stoneman & Co. This house made its debut as sellers of high-class veneers on July 1 last. From the start the business done by the firm has been exceptionally satisfactory, Mr. Stoneman says.

George W. Stoneman and G. W. Noble comprise the firm. The last named has been long and favorably known to the trade through his association with the Chicago Veneer Company and with R. S. Bacon & Co. Mr. Stoneman has been engaged in the hardwood lumber business in Chicago for a period of fifteen years. Incidentally that department is still con-

birdseye maple and other high-grade veneers. They enjoy a large acquaintance with the trade, and, while their veneer business is comparatively new, they have found immediate favor with users of high-class veneers.

The firm anticipates shortly becoming the agents of Maley, Thompson & Moffatt, the Cincinnati house, which is erecting a large mill in Havana for the production of Cuban mahogany.

WELL, WELL, BOYS!

A new lumber yard is started in Gilmore. It would seem the lumber was ordered by parties interested in the Gilmore bank, immediately after the fire and the burning out of the Willis Lumber Company. The Willis Lumber Company are



OFFICE AND WAREHOUSE OF GEO. W. STONEMAN & CO., CHICAGO.

ducted by the firm separately from its veneer industry.

At 76 to 82 West Erie street the firm occupies a two-story and basement structure of pressed brick. The building has a storage capacity of 20,000 square feet, and it is heavily stocked with veneers. The firm acts as the exclusive selling agents for Chicago and the Northwest for the Talge Mahogany Company of Indianapolis, Ind. This company's stock is the genuine Tabasco mahogany. Their representative is constantly in Mexico and purchases only the best class of logs, and Mr. Stoneman says that the Talge Company's lumber has no superior in the market.

Messrs. Stoneman & Co. carry a large stock of mahogany, quarter-sawed oak,

on the ground now and think Gilmore needs another bank and proposes to start one. Clare is not the only town where things are overdone, sometimes. People should remember that one's time is his most valuable asset and the only question that should determine action is "will it pay?" and "will it do the other fellow up?"—Clare (Ia.) Tribune.

A LUMBER YARD LOST.

A. B. Dickson was down from Elmwood, Saturday, looking after a lumber yard, while his brother, Frank Dickson, was in Plattsmouth.—Weeping Waters (Neb.) Republican.

The John Cathcart Lumber Company of Decatur, Ala., have purchased a steamer and will operate her on the Tennessee River in the interest of their business.

NASHVILLE NEWS.

The charter of the Northern Tennessee Coal & Lumber Company, with a capital stock of \$1,000,000, has been filed here in Davidson county.

* * *

J. E. Bates, formerly a member of the lumber firm of J. E. Bates & Co., in this city, died a few days ago in California.

* * *

The Davidson-Benedict Company report a good business, both in the domestic field and in export ways, so far as they have been concerned for the latter.

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Love, Boyd & Co. note diminishing stocks and stiff prices that they think will last for the winter.

* * *

The Prewett-Spurr Manufacturing Company say that the woodenware orders already piled upon them would keep the factory busy the remainder of the year.

* * *

John B. Ransom & Co. report their export lumber business holding its own, with some dissenting opinions, of course, on prices. Lumber moving with a healthy tone in the domestic market and fall trade on wooden packing boxes good.

ST. LOUIS NOTES.

August J. Lang returned this week from a trip in the southern mill county and states that the amount of lumber still in first hands is too inconsiderable to mention. His main object in going South was to hurry through some shipments which have been delayed by the scarcity of cars in the southern country.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, states that trade continues to be all that could be asked, and that both the demand and prices are stiffening. He says this will be the banner year with his company and he sees nothing to prevent a continuance for many months of the present bright conditions.

* * *

Notice was given two weeks ago of the purchase by J. G. Brill & Co. of the American Car Company plant in this city. Since then the American Car & Truck Company has been incorporated, with a capital stock of \$1,000,000, to operate the plant, and it is stated that it will be in operation as soon as the enlarging process has sufficiently progressed. The capacity will be about doubled.

* * *

The Willard Case Lumber Company of St. Joseph, Mo., has removed its headquarters to this city, having recently opened an office in the Fullerton building. This is a wholesale hardwood concern having mills in Arkansas. The bulk of its product is turned into bridge plank and special bill stock in oak.

* * *

D. O. Strifler, for many years a prominent hardwood wholesaler of this city, died in Milwaukee on September 25. His body was brought to this city for interment.

Mr. Strifler had been in the lumber business in St. Louis for almost twenty years and had long been known as the largest handler of cottonwood and gum in the city. He leaves a widow, a daughter and a son, the latter being C. E. Strifler, a wholesale hardwood dealer in the northern part of the city.

MEMPHIS MATTER.

E. E. Taenzer & Co., one of the old and solid lumber firms here, have recently purchased 12,000 acres of timber in Arkansas, for a consideration of about \$85,000. Two saw mills and a timber railroad of twelve miles are included in the deal. The timber is located in Cross County, Arkansas.

* * *

Hummickhaus Bros. are erecting a sawmill at Stuttgart, Ark., that will employ 50 men and be completed in about 30 days.

* * *

It is authoritatively stated that there is to be an early change in the presidency of the Ananias Club among the lumbermen of North Memphis. It is said that a meeting has been called at which the present incumbent will acknowledge his qualifications outdone by a promising layman.

* * *

Mr. J. C. Stark, of the J. E. Stark Lumber Company, has returned from a trip in the Middle West. He reports lumber prices firm and thoroughly dry stocks in yards scarce.

* * *

The interests of Bennett & Witte of Cincinnati are being looked after in Memphis by George Echeman for some time past a faithful attaché of the Memphis lumber firms.

THE CLARENCE BOYLE LUMBER COMPANY.

We present herewith a photograph of Clarence Boyle, not because it is necessary, for nearly everybody knows Mr. Boyle, but rather as an evidence of good faith and to call attention to his new departure in the lumber trade, he having recently organized the Clarence Boyle Lumber Company, with a cash capital of \$10,000, to engage in the wholesaling of hardwood, yellow pine and cypress lumber.

Mr. Boyle is a lumberman by birth and inheritance, his father, grandfather and great grandfather having been in the lumber business before him. For over a hundred years the Boyles have engaged in the manufacture and sale of hardwood lumber, and have blazed a trail through Virginia, Kentucky, Indiana, Tennessee and Mississippi; pioneers always, and always upright, consistent and thorough going. And Mr. Boyle is not only a lumberman by birth and inheritance, but by education and training as well, for all of his forty years of life which have been spent in business have been spent in the lumber business, and in all departments,

from estimating timber to marketing the finished product.

He has for sometime past represented the J. W. Thompson Lumber Company of Memphis in the Chicago district. He will retain that connection and the Clarence Boyle Lumber Company will be sales agent for that company in Chicago and adjacent territory, thus starting off with one of the largest and best selected stocks of southern hardwoods and cypress in the country to sell from.

In addition to southern hardwoods Mr. Boyle expects to deal in northern hardwoods (he having operated for six years in Wisconsin, and having a thorough knowledge of the business), cypress and yellow pine.

With his thorough, general and special



CLARENCE BOYLE, CHICAGO.

business training, with his wide acquaintance in all departments of the lumber trade, and with that ripe judgment and strong determination which comes to a man at 40, Mr. Boyle is certain to achieve that success which his host of friends so warmly wish him.

His office will be at Twenty-second and Fisk streets, where he will be glad to see his friends or hear from them.

A HANDSOME MENU CARD.

The menu card gotten up by the Mobile & Ohio Railroad for their dining car service is a very handsome card. The frontispiece is a pretty maiden walking along a country lane with dress full of spring blossoms, and in the upper left hand corner is embossed in black and white the well-known insignia of the Mobile & Ohio Railroad. The back of the card is embellished with a view of the Union Station at St. Louis, with a map of the route from St. Louis to New Orleans, Mobile and Montgomery. Within is given a list of the good things to eat that can be found on these cars.

GOTHAM GLEANINGS.

Probably the most important events of the month just ended were the two meetings that took place on the 17th and 18th inst. in this city. The first one was simple enough. It had been called for the purpose of consolidating the various retail lumber dealers' associations of the East into one body, and this was done, those present being unanimous as to the decision that the new association be incorporated under the laws of the state of New York, with a term of existence of 50 years, under the name of the Eastern States Retail Lumber Dealers' Association. The principal office will be in New York City, while the directors for the first year are: Richard S. White, Alfred B. Ayres, Pliny W. Wood, James E. Kenyon and Elliott B. Bronson.

* * *

The meeting where the incorporation was decided upon took place at No. 18 Broadway, the rooms of the New York Lumber Trade Association. From there, on the day following, the presidents and secretaries of the six or seven associations going to make up the new association took a trip up to No. 66 Broadway, where a conference had been arranged with a majority of the members of the executive and trades relations committees of the National Wholesale Lumber Dealers' Association. The conference was not a long one. It was in executive session and no one cared to talk about what happened, but it is an open secret now that the vital question—to retailers particularly—of whether certain people shall continue to be classed as wholesalers with the sanction of the wholesale association, was asked rather pointedly. The reply is to come from the board of trustees of the National association, and upon the nature of that reply much is said to depend.

* * *

Not long since the yards of the E. H. Ogden Lumber Company, retailers, at the foot of West Twenty-second street, were taken by the city for docking purposes, and the result has been that the company in question has purchased the stock of, and will succeed to the business of, H. E. Stevens & Son, retailers, foot of West Forty-seventh street. The latter firm own the yard property, and this will be merely leased by the other concern.

* * *

And now there is a report that they are trying to make yellow pine furniture. Hardwoods are scarce, it is true, but for a time at least manufacturers need not worry. There are lots of uses for the better grades of hardwoods, even if furniture was entirely eliminated from the list, which is anything but probable.

* * *

John Cathcart, of No. 115 Franklin street, hardwood wholesaler and exporter, plans some big improvements for his Decatur (Ala.) plant. The old mill had a

capacity of 30,000 feet daily, and Mr. Cathcart will add a new band saw mill, which will bring it up much higher. Besides that he has purchased at a cost of \$2,000 the steamer Isabella King, to be used in still further facilitating his business ventures.

* * *

It is a fairly good commentary on the present hardwood conditions to state that when Herr F. W. Barth, Jr., the German timber dealer, sailed away from this port on the Kronprinz on the 23d inst., he had not left behind him a single order of importance for hardwoods, although the ostensible object of his visit was business, and he purchases here frequently. Mr. Barth admitted that the prices that were prevailing on the other side would hardly permit him to purchase at the present values in this country. Mr. Vogelsang, Mr. Barth's traveling companion, did not sail across with him. He will remain here another week or two.

* * *

A strike which lasted just one day occurred in the molding mill of E. Bailey & Sons, Patchogue, L. I., on the 20th inst. The men had demanded a nine-hour working day, with the ten-hour day pay. The firm had intended complying with their demands later, but work on hand to last for three months had been contracted for on the old basis. Finally a compromise was effected by which the firm agreed to put the plan into effect on December 1, so the men went back to work.

* * *

The metropolis was a resting place during the month for such well-known lumbermen from out of town as John L. Cochran, of the Yellow Poplar Lumber Company, Coal Grove, O.; W. D. Young, of W. D. Young & Co., West Bay City, Mich.; John B. Ransom, Nashville; A. P. Bliss and W. G. Van Anken, of Bliss & Van Anken, Saginaw; F. E. Willson, of Willson Bros., Pittsburg; Robert C. Lippincott, Philadelphia, and Owen T. Jenks, of the Owen T. Jenks Company, Cleveland.

BUFFALO BITS.

Mr. Robert McLean, of the firm of Hugh McLean & Co., has returned from a two weeks' vacation spent in and around New York City, Atlantic City and Washington.

* * *

Mr. R. H. M. Hopkins, manager for Messrs. Seateherd & Son, met with a very painful and at the same time a very unusual accident while on his way home a few evenings ago. A boy riding a wheel had met with some little mishap, sufficient to draw a crowd, and Mr. Hopkins, who was on an open car along with Mr. McLairne of Philadelphia, stepped down onto the second step and leaned outward to see what the trouble was, evidently not noticing a wagon which was close by the track. The momentum of the car caused Mr. Hopkins to strike the wagon with sufficient force

to cut two deep gashes over his eyes and render him unconscious for the time, besides bruising him severely on the head and body. It will probably be a couple of weeks before Mr. Hopkins will feel fit to undertake another street car ride.

* * *

Mr. H. S. Janes is still in Buffalo looking considerably better than when he came home from the South. He was suffering from malaria at that time. Mr. Janes is interested in farming, or rather, getting land from which he has cleared the timber in good shape to farm, and is making quite a success of it in Mississippi and Arkansas, where he is operating.

SITE FOR HOUSE OF HOO-HOO.

St. Louis, Oct. 1.—With much pomp and ceremony the site of the House of Hoo-Hoo, the lumbermen's club building to be erected on the grounds of the Louisiana Purchase Exposition, was presented to the Board of Governors to-day, and practically all of the local lumbermen and a number from other cities were present to accept the gift. The site for this building is one of the prettiest and best located on the grounds. On a hill, nearer the main exposition buildings than any of the state and smaller buildings, it will command a view of the greater part of the whole grounds. The building is planned with the idea that it would be placed on a hill, right in the edge of the forest, and the setting selected could hardly be improved upon.

The ceremony of presenting the site was very impressive. David R. Francis, president of the Louisiana Purchase Exposition Company, made a short talk commending the enterprise as the greatest thing Hoo-Hoo has ever attempted, and ended by presenting Director of Works Isaac S. Taylor, who formerly transferred the site and presented a silken banner to Nelson W. McLeod, president of the House of Hoo-Hoo, who accepted in a general little speech and then introduced J. A. Freeman, who made the speech of acceptance.

SOMETHING NEW IN UNIFORMS.

"The Mobile & Ohio Railroad has inaugurated its dining car service between St. Louis, New Orleans and Mobile. A striking innovation is the uniforms worn by the conductors. Garbed in silk-faced, brown broadcloth tuxedos, with trousers to match and high-cut vests of white, corded pique, with gilt buttons, they present a natty appearance. The color and the absence of all insignia, to say nothing of the evident expensiveness of the material and the workmanship, constitutes a marked departure from all established precedents in railroad uniforms, and is very pleasing to the passengers."—From the St. Louis Daily Globe-Democrat.



MARKET REPORTS

CHICAGO.

A degree of security prevades the hardwood lumber market here, as everywhere else. The excellent farm crops, the prices at which they are selling and, in fact, the general prosperity of all the people, make the demand for all goods into which hardwoods enter excellent. The buying of furniture, wagons and agricultural implements, carriages and pianos, the building of houses—every business that goes towards making the hardwood lumber business prosperous is flourishing.

Yet it is not a boom, it seems like a natural condition. The factories are all busy, not to say crowded, yet the call for manufactured products is steady. In fact, during the past thirty or sixty days business seems to have steadied down a trifle. September was not as active as August, and August was less active than July, from all reports that we can get.

It is altogether a healthy condition that prevails, and that is why there is such a sense of security dominating the hardwood business. No one is afraid to buy, to buy moderately, because it is almost a certainty that prices will be maintained approximately for another six or eight months at least.

There are no specific changes to be noted. Each kind of hardwood is in about the same demand as stated in our last issue.

NEW YORK.

Everything is optimistic in the New York lumber camp, and the only dark shadows cast are those caused by the too vivid glare of the sun's rays on some particular wood. Like all shadows, it disappears as you approach it from a different angle.

Hardwoods are never in the shadow now. Retail stocks are all low, for has not the small buyer been purchasing from hand to mouth for months, hoping against hope that prices would go down and he could then plunge. But prices didn't go down, and now, when he wants lumber, he has to pay what is asked, and it isn't always an easy task to find the man who has the stock you want and is willing to pay for it even then.

It is always interesting to go back and seek out the conditions that have brought about certain results. It is currently believed that retailers believed that by holding off during the summer months they would see selling prices cut so that mid-summer accumulations would move. They were mistaken, the market was never stronger, and recognizing that they would be wise in getting the balance of the year's supply as quickly as possible, they rushed in with their orders. The result was that prices stiffened and the proof that it was a seller's market was forcibly driven home.

The reason for the advance in the price of poplar and quartered oak is largely due to the continued scarcity of stock, while an added factor in the ease of poplar is continued drought in West Virginia. Not alone are reports coming in of streams drying up and logs left high and dry on the

banks, but in certain districts water sufficient to supply the boilers in the mills could not be secured.

Inch firsts and seconds in poplar can be quoted anywhere from \$43 to \$45, while there has arisen quite an unusual demand for poplar culls, which are to be had at \$20 to \$21, and are stiff at those figures. Poplar manufacturers claim that they have more orders than they can fill.

In plain oak the demand is very good, \$40 being a fair quotation for inch stock, while even better prices are obtainable for certain stock in which the supply is unusually low.

Ash and chestnut are also in fairly good call, and taking it as a whole, it is safe to say that the hardwood market has seldom, if ever, been in better shape.

Export trade in hardwoods is not particularly lively just now, and there is good reason for it. Your foreign buyer will not pay the figures demanded by the manufacturers here. In proof of this, witness the departure from these shores last week of a German dealer who came over to buy, but found it was not a sensible proposition at this time of the year and at the prices now being asked. Of course, some hardwoods are being sent abroad right along, for there are exporters who think something of future contracts and do not mind making sacrifices to hold their trade.

BUFFALO.

The yards are all busy. In fact, a number of them find it difficult to procure and keep men sufficient to do the work.

One reason for this is the fact that the works of the steel plant, now in active operation, give work to over 7,000 men. It is expected that fully 12,000 men will be employed when all the departments get to running. This, of course, includes skilled and unskilled labor and makes Buffalo a more desirable place than ever for the wage-earner. The ordinary laboring man or lumber handler gets \$1.75 per day, where in the majority of cases he got from 1.25 to 1.40 per day less than two years ago and was not any too sure of his job at that.

Of course, there is the other side of the question. Still, with plenty of work and wages as good as they are, there is not much room for complaint. If the men will only profit by the lesson being taught them every day, and not listen to the talk of the agitators who advocate strikes, they will be in good shape for some time to come. It is about time that workingmen learned the lesson that striking should be the very last resort under any circumstances—and after making up their minds to strike, the best thing they can do is to take off their coats and go to work again. They will be money ahead every time.

As I started by saying, all the yards are more or less busy. The amount of business being done being dependent largely on the amount of stock on hand to fill orders with. There is little excuse for any one being one of stock, on general lines, at the present time. True, one has to pay

more money for lumber bought now than he would for the same lumber if bought a year ago, but it is a question if the profit would be any less on the lumber bought now. There is certainly no question about being able to sell at a profit—before prices declined. Ash lumber is about the only lumber on which there is no scarcity of dry stock. Still I think it is only a question of a short time when all the ash that is now on hand here at Buffalo will move out at fairly good prices.

Quartered oak from 1 inch to 2 inches thick; plain oak, white, from 1 inch to 4 inches; plain oak, red, from 1 inch to 2 inches; basswood from 1 inch to 2 inches; cherry from 1 inch to 4 inches; hickory 1½ and 2 inches; white ash 1-inch wide run, white ash 2 to 4 inches, running well to 14 and 16 feet lengths; chestnut, 1, 1½ and 2 inches, running good widths and well to long lengths; quartered sycamore 1 to 2 inches, well figured and good width. The foregoing are all moving briskly and bringing good prices. Any mill man with lumber to sell in the above kind and thicknesses cannot do better than to ship it to this market.

One thing is especially noticeable about white ash and that is, that since the demand for white ash has been as it has, for thicker than 1 inch, it is very hard to get hold of 1-inch ash with any width to it to speak of; and I do not think it would be a bad scheme for any millman having good fair-sized ash logs to change off, and saw them all into 1-inch lumber. I do not think he will lose any money by doing so, and he will certainly please his customer, and more than all, he will please himself, for it goes without saying that the average mill man would rather saw 1-inch lumber than any other thickness.

CINCINNATI.

Taking everything into consideration, the state of trade is not as flattering as it might be. There has been a great falling off in business during the past month and a half, and while reports and statistics may show a slight improvement, these cannot be taken as a criterion, because most of the shipments are on account of old contracts and not the result of new business. Every now and then trade takes a little spurt and inquiries come in pretty lively, giving the impression that the slump is about over, but that this impression is a mistaken one is proven by subsequent dulness. September usually marks the opening of the fall trade but this has not been the case this year and is causing much speculation as to what this may be attributed and what the outcome will be. July and August were pretty fair months and gave promise to a heavy fall trade, but up to now it has not materialized. Prices are firm and stocks seem a little more plentiful than during the summer months.

For the past week or so there has been lots of rain in this section, all of which has been very welcome and hoped for, for some time. The river has been too low to permit river traffic and this had the effect of raising the price of coal very materially

and this is causing much misery. There is some lumber also down the river waiting for a tide.

Building has never been so active as it is at present and no less than six sky-scrapers are now in course of construction.

The export trade is still in very good shape, although shipments are not as numerous as they have been.

The furniture factories are very busy and putting in full time, and the amount of lumber being consumed is enormous. Carriage manufacturers, box manufacturers, in fact, manufacturers of all kinds, are running full time and turning out lots of work.

The trade of the retail yards is not very good and consequently these people are not laying in very much stock.

Our fall festival has come to a close after a very successful run of two weeks. It was a success in every sense of the word, financially, industrially and artistically, and brought much business to the Queen City.

There has been but a slight change in oak lumber and this was hardly noticeable, but nevertheless the demand for all kinds of oak lumber is a trifle lighter than than it has been. Prices, however, are firm and the slump will have no effect on them. Quartered white oak is the favorite, with quartered red and plain-sawed stock close up.

Gum lumber is next in importance in number of shipments for export. This wood is meeting with much favor in European markets, and more gum has been exported this summer than ever heretofore. First and seconds in all thicknesses have good call. In No. 1 common thicker stock has the preference. The demand for gum in the local market has let up a little, but this is causing no worry, as the other woods are not faring much better. No. 2 and No. 3 common are doing right well.

Cottonwood has been quiet for about a month, but is again commencing to pick up. Inquiries are coming in more regularly and it is only a matter of time before shipments will be very heavy again. There is very little surplus stock of cottonwood on the market to-day and never before has so little been offered for sale during the summer months. Firsts and seconds are getting stronger every day. This is particularly true of stock thicker than inch. The box common grade is a little quiet at present. Mill culls are doing well.

The demand for poplar is improving a little, but it is a long ways from good yet. Some inquiries are coming in for thick poplar and judging from reports this stock is very scarce. There seems to be more inquiries for firsts and seconds than for the other grades. Sap poplar is very quiet. The demand for cull poplar is not as good as it was. Mill cull poplar is improving.

Chestnut is still in good demand in the upper grades. There is a heavy demand for stock in thicknesses of 1 inch, 1¼ inch and 1½ inch.

NASHVILLE.

The volume of trade has been very even during the past two weeks. With a good steady demand and a fine show of strength in prices, hardwood lumbermen here have extreme confidence in the outlook for business during the balance of the year.

Poplar is maintaining its advantage in the way of price, and stocks are hard to secure. Plain and quartered oak, both white and red, is at the height of prosperity.

ST. LOUIS.

Every dealer in this city reports that the improvement noticed for several weeks past continues unabated and that the outlook shows conclusively that nothing is to be expected of the future other than increased demand and higher prices. Present values are materially higher than those prevailing a month ago and the tendency is still upward. Buyers are not discriminating to any extent between grades and thicknesses of hardwood, there being a sale for everything on the hardwood list at prices entirely satisfactory to all parties concerned. For some weeks it has been noticeable that the steady hardening of values has had the effect of making the consumers more anxious to buy. In addition to this they are willingly paying the top market prices, and are at last apparently aware of stock conditions at the mills and in the distributing markets. It is also apparent that quotations from this market to the northern trade are more uniform than at any time thus far this year, there being no object in making a price concession in order to secure business.

A number of people have visited the southern mills during the past few weeks, and these invariably report that stocks are smaller and mill prices are higher than they have thus far noticed. Buyers are present in unlimited numbers and are absorbing the product right up to the saws. There is considerable trouble being experienced just at this time from the prevailing scarcity of cars, especially west of the river, many Arkansas and Missouri mills reporting that their shipments are seriously delayed in consequence. The chances are that this car shortage will increase and that there will be more or less trouble during all the rest of the year. At least this is the usual experience at this season of the year and very heavy crops are to be moved this fall.

Conditions here in the city have not changed materially, except that stocks are smaller than at last report and there is less lumber coming in. Practically nothing has arrived by river, the Tennessee being too low for navigation and only the lighter draft boats being in operation between St. Louis and Cairo. This more particularly affects cypress, gum and cottonwood, and all three of these woods are needed at the present time. Sales to the local factories are thoroughly healthy, and it is apparent that factory stocks, both here and in the country, are much below the normal.

Cottonwood is particularly hard to secure at first hands, and is advancing in price. Southern holdings are practically all in a few hands, and, as those people have definite places for what they have purchased, those who have delayed in putting in their stocks are up against a tough proposition. It is believed in this market that the result will be a marked betterment in gum, as that wood is lower in price than it was four months ago.

In oak there is a healthy demand for all items except quartered red, and the stocks of this are so much smaller than they have been that improvement in it seems imminent. Quartered white remains in the neighborhood of the \$50 mark and this price is not inducing heavy receipts. Inch plain oak is selling at \$29 and is considered good property at this price. Other items of oak, including car stock and other specially sawed material, are in excellent shape.

Ash ranges in price from \$29 to \$35, according to thickness and quality, and the receipts of it are very light. Hickory

is also in light receipt and is wanted in much larger quantities than available. Elm, maple, sycamore and the other woods handled in this market are not in wonderful demand and are seldom heard of in present trading.

PHILADELPHIA.

The Lumbermen of Philadelphia do not complain of lack of business, but rather of the difficulty of obtaining supplies of some kinds of lumber. This applies particularly to the better grades of white pine. Chestnut and poplar also are feeling the pinch.

In quartered and plain oak there is not sufficient stimulant in the export trade to divert much from home demand, and these rule quiet, but with prices well maintained.

Long and short leaf yellow pine continue to be leading factors in the market, with no immediate prospect of decline in demand.

The fact is, we are on the threshold of the active season with the prospect of a very lively trade, which may force prices higher. The only disturbing element is the "anthracite coal strike," which, from its unexpected continuance, presents a new experience in this country.

MEMPHIS.

The cotton crop coming in has detracted, to some extent, from operations here. Empty cars for loading are very hard to obtain, but strenuous efforts on the part of shippers, supplemented by endeavors of the local agents of the different roads here, has relieved the situation somewhat.

Inquiries are plentiful and from the nature of the Memphis product, gum is being sold in large quantities. Dealers here are also very bullish on oak, both plain and quartered, and are predicting higher prices. Cottonwood is in excellent demand.

HAWAII WANTS FORESTERS.

Washington, September 5, 1902.

The Hawaiian Islands are in need of foresters, and eager to secure them. Governor Dole, who sees the immediate necessity of caring for the island forests, has applied to the Bureau of Forestry for expert men, to be sent as soon as they can be spared.

The mountains are overrun by both wild and tame cattle, which graze and trample on young trees and destroy the ferns that protect the ground. When this ground cover is removed the soil rapidly loses its moisture and the forest dies. Great areas of Hawaiian forest have been utterly destroyed in this way.

The disappearance of so much forest on the island of Hawaii has caused remarkable changes in the flow of the streams. There are freshets and floods now, followed by long, dry seasons when the water does not run. Since much of the sugar crop depends entirely on irrigation, and since the irrigating ditches must draw their water from the mountain streams, the damage done the forest affects the prosperity of the whole island.

Forestry in Hawaii has never been attempted by the Government, and the field will be an entirely new one. It will have the support and confidence of the people, who are eager for relief from the harm done them by the failure of their irrigating ditches to supply the sugar crops.

On the island of Molokai—the leper island—still more remarkable conditions prevail in the forest. There the timber

is grazed and tramped to death not by wild cattle alone but by herds of red deer, descended from a few that were imported from England to stock parks. The deer imported propagated beyond the calculations of the inhabitants, escaped to the woods, and, since there are no animals to prey upon them, have increased to many thousands. The American forester who undertakes the care of the timber of Molokai will have a problem entirely novel to his experience—the protection of forests from wild animals.

E. M. Griffith, of the Bureau of Forestry, United States Department of Agriculture, who visited the Hawaiian Islands on his way to the Philippines last winter, returned a report to Governor Dole in which he said the mountain forests of Hawaii must be fenced, on the lower slopes to protect them from the tame cattle, on the upper slopes to keep out the wild ones. He also recommended the establishment of a forest force, consisting of a forest inspector, who should have charge of all Government forest lands and direct the work of the forest rangers; and four forest rangers, one for the island of Oahu, one for Hawaii, one for Kauai, and one for Maui and Molokai.

NEW DOUBLE CYLINDER PLANER.

Here is a new and improved double cylinder planer, patented December 19, 1899, and February 6, 1900, which is especially adapted for general surfacing and box factory work. It contains many features and advantages, among which we call attention to the following:

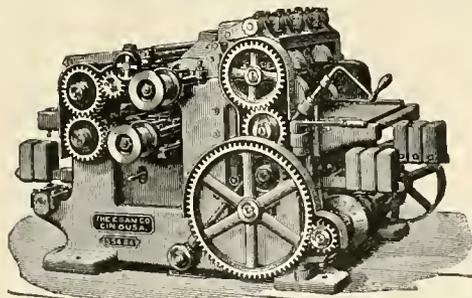
1. It has a very solid frame, and will work 24, 27 and 30 inches wide and 8 inches thick.

2. It has power feed with broken rolls, either in two or four sections, and each section is center-geared.

3. The lower head comes immediately after the upper, and it will work short as well as long stuff with equal facility.

4. It is simple to operate, and powerful in all its parts, making it one of the best general double cylinder surfacers made.

The makers of this machine, J. A. Fay & Egan Company, of 414 to 434 West Front street, Cincinnati, O., will be pleased to furnish any of our readers who



NEW DOUBLE CYLINDER PLANER.

may be interested and will write them with prices and full particulars, and will also send their large new illustrated poster, showing this and other machines they make, free.

J. D. Young, whose saw mill near Waverly, Tenn., was destroyed by fire about two weeks ago, announces that he will rebuild at once.

THE NATIONAL MOIST AIR DRIER, BUILT OF BRICK AND STEEL.

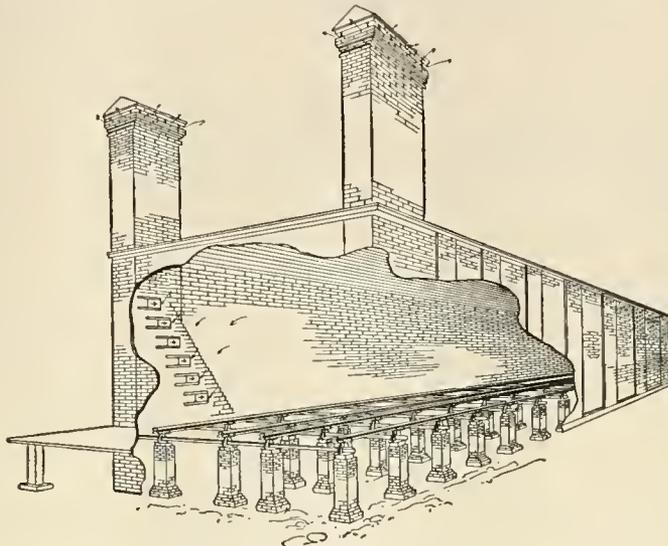
The most pronounced success in the development of lumber manufacturing is the dry kilns. The superior qualities of "The National," built of brick and steel, places it far in advance of the older and out-of-date systems, which have in a manner served their purpose. It has required time and patient experimenting to bring the drier here shown to its present state of mechanical perfection, with the result that on its introduction on the market it quickly

Dry Kiln Company." 1118 East Maryland street, Indianapolis, Ind., will be pleased to furnish further particulars, descriptive matter and terms to those interested who will write, mentioning the Hardwood Record.

AT IT AGAIN.

The management of the Southern Railway is always alive to the situation. The work it is doing, looking for the development of the country its line serves, is manifested on every hand.

The exhibit made by the Southern Rail-



IMPROVED MOIST AIR DRY KILN.

met with success. It is one of the newest and most improved lumber driers for all kinds of hard and soft woods ever brought out. We invite your attention to some of its advantages.

1. The building being of brick, the chances of fire from the outside are reduced to the minimum.

2. The moist air system, as employed by "The National," makes it impossible for the drier to burn inside from its own agency.

3. The foundations being of steel, there can be no rotting, warping or settling, all of which causes endless annoyance and expense.

4. No blowers or engine, which requires constant attention.

5. Entire equipment constructed on mechanical principles, and of the highest grade of material obtainable.

6. Safety, permanency, economy, and for results obtained it has no equal.

The above broad claims are fully proven by a few extracts from letters which "The National" has received from many well pleased customers, as follows:

Curtis Bros. Company, Clinton, Iowa.—The longer we use them the better we like them.

Thomson & Tucker Lumber Company, Willard, Texas.—We have the best kilns in Texas.

Blacksher Company, Mobile, Ala.—We are perfectly satisfied.

Pearl River Lumber Company, Brookhaven, Miss.—They are giving entire satisfaction, and are first class in all respects.

The makers of this drier, "The National

way at the Fall Festival in Cincinnati, for two weeks, beginning September 15, attracted the attention of thousands of people. The exhibit occupied two thousand square feet of floor space and was made up of samples and specimens of various woods and minerals, grasses, grains, fruits and vegetables raised in the states of Virginia, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Kentucky and Tennessee. The display of fresh fruits, especially apples, from the South, was a wonder to the northern people, and visitors to the exhibit generally expressed surprise that such magnificent apples are grown in the South. Not less than twenty-five varieties from Western North Carolina alone were on display.

As the result of this exhibit the attention of thousands of people was directed to the southern country, and it is not uncommon to hear said: "That exhibit convinces me that the South must be a wonderful country. I expect some day to investigate it with the view of locating." The representatives of the Land and Industrial Department of the Southern Railway Company were in attendance, for the purpose of giving specific and reliable information to visitors concerning lands, mines, factory sites, etc. The Southern Railway Company, through its Land and Industrial Department, is making several such exhibits in the North. Great care and large experience is requisite in preparing an exhibit such as the Southern made at Cincinnati.

The Lawrenceville Land & Improvement Company, located at Lawrenceville, Va., are exploiting the advantages of their particular territory, especially as to the hardwood resources of Brunswick and Greenville counties.

EVANSVILLE, INDIANA.**MALEY & WERTZ,**

Wholesale Dealers
and Manufacturers

HARDWOOD LUMBER

EVANSVILLE, INDIANA.

SPECIALTY OF
Quartered Oak Fitches.

OFFICE AND MILL:
Belt Railway and Columbia Street.

Indiana Hardwoods

all thicknesses and grades.

PRESENT SPECIALTIES:

- 1 Car 2 $\frac{1}{2}$, 3 and 4-inch Black Walnut 1sts and 2ds
- 1 " 2-inch Poplar, 20 inches and up wide
- 1 " 1-inch Plain Red Oak, 16 inches and up wide
- 1 " $\frac{5}{8}$ -inch Quartered White Oak, 10 inches and up wide
- 1 " $\frac{3}{4}$ -inch Quartered White Oak
- 1 " $\frac{1}{2}$ -inch Quartered White Oak, 12 inches and up wide
- 1 " 1-inch Ash, 15 inches and up wide
- 1 " 1 $\frac{1}{4}$ -inch Ash, 10 inches and up wide.

Henry Maley Lumber Co.

EVANSVILLE, IND.

WE ARE IN THE MARKET FOR
1-INCH COMMON AND BETTER

PLAIN OAK.

CASH AT MILL POINTS AND INSPECTED THERE.

JAS. PIATT & CO.

WHOLESALE HARDWOOD LUMBER,

124 Main St.,

EVANSVILLE, IND.

**BAND SAWED
HARDWOOD LUMBER.**

PARTIAL LIST READY FOR SHIPMENT.

QUARTERED WHITE OAK.

9,600 feet 10-foot common strips 1x2, 2 $\frac{1}{2}$, 3 and 3 $\frac{1}{2}$.
34,620 " 12 " " " " "
20,160 " 14 and 16 foot " " " "

Also a good line of regular stock in $\frac{3}{8}$, $\frac{5}{8}$, $\frac{3}{4}$, 1, 1 $\frac{1}{4}$,
1 $\frac{1}{2}$ and 2 inch and fitches.

QUARTERED RED OAK.

One car 1-inch common, 10, 12, 14 and 16 feet.
Small car common strips 1 inch.

PLAIN WHITE OAK.

25,000 feet 1-inch clear saps and select common.
35,000 " " common.

PLAIN RED OAK.

87,800 feet $\frac{5}{8}$ -inch 1st and 2nds.
25,000 " $\frac{5}{8}$ " common.
8,460 " 3 " 1st and 2nds.
8,840 " 3 " common.

Also 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2-inch common and 1st and 2nds.

POPLAR.

$\frac{5}{8}$ -inch 1st and 2nds assorted 7 to 19 inches wide and
20 inches and up.

1-inch 1st and 2nds and common.

One car 1-inch 1st and 2nds and common quar. sawed.
Box Boards all lengths.

Ash, Hickory, Gum, Sycamore.

MAY, THOMPSON & THAYER,
EVANSVILLE, IND.

MOELLER & STORRS,

WHOLESALE DEALERS AND
MANUFACTURERS

Hardwood Lumber

EVANSVILLE, IND.

OUR PRESENT OFFERINGS:

One Car 1-inch common Quartered White Oak, 10-inch and up.

One Car 1-Inch common and better Walnut.

Five cars No. 2 common 1-Inch Poplar.

One car No. 2 common 2-inch Poplar.

One car clear one face Quartered Oak Strips, 4-Inch, 4 $\frac{1}{2}$ -Inch,
5-Inch and 5 $\frac{1}{2}$ -inch.

Two cars first and second 1-inch Poplar.

OFFICE: 2100 E. Franklin Street.

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C. H. BARNABY,

MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER-SAWED INDIANA WHITE OAK A SPECIALTY.

GREENCASCADE, INDIANA.

We contract for cash the output of good first-class mills and must have lumber well manufactured and cared for. No inferior stock wanted at any price.

With Us It's Strictly High Grade

COTTONWOOD

OR NONE.

The Farrin-Korn Lumber Co.,
Branch Yard: CAIRO ILL. CINCINNATI, OHIO.

We re-manufacture for special uses and supply factory trade rough or dressed cottonwood on annual contracts, making a specialty of filling difficult orders.

WE ARE CASH BUYERS ...OF... HARDWOODS

Send us your stock lists and prices. Where quantity justifies we will send inspector to take up the stock.

OUR SPECIAL NEEDS AT THIS TIME ARE OAK, WALNUT AND CHERRY IN ALL THICKNESSES.

J. M. JACKSON LUMBER CO.,
519 CROZER BLDG., PHILADELPHIA.

THE GLADDEN LUMBER CO.,

Wholesale Manufacturers of

HARDWOOD LUMBER

Mills at { Memphis, Tenn.
Bowling Green, Ky.
De Vall's Bluff, Ark.

SPECIALTY: QUARTERED THIN WHITE OAK.

Main Office: INDIANAPOLIS, IND.



WE MAKE A SPECIALTY OF Michigan Hardwood Lumber AND SOLICIT ORDERS FOR SAME.

Eastern Distributing Yard: North Tonawanda, N. Y. GRAND RAPIDS, MICH.

IN THE MARKET for all kinds of Hardwood Lumber and Timber.

1 11 PAY CASH for dry stock or contract for green.

WANTED—FOR SALE—EXCHANGE.

Advertisements will be inserted in this department of the Hardwood Record at the following rates:

One time - - - 15 cents per line.
Two times - - - 25 cents per line.
Three times - - - 30 cents per line.
Four times - - - 35 cents per line.

Eight words make a line.
Heading counts as two lines.

Copy of paper free with each insertion.

Send in your copy and we will mail you the bill.

If you have a special lot of lumber for sale, or want to buy a special bill of lumber.

If you want a good position, or wish to employ a competent man.

If you want to buy or sell timber land or stumpage. Give our Wanted and For Sale Columns a trial.

THE HARDWOOD RECORD,
134 Monroe Street, Chicago, Ill.

WANTED—HARDWOOD LUMBER INSPECTOR.

Must be sober, intelligent and industrious; situation for two to three months, in Kentucky.

H. M. NIXON LUMBER COMPANY,
175 Dearborn Street.

WANTED RE-SAW FILER.

A filer who has had experience in re-sawing green lumber, and can keep re-saw running properly. Steady position to competent man. Write, stating experience, wages and recommendations, to

JOHN CATHCART,
9-20-2. 115-117 Franklin St., New York City

CHECKING PREVENTED. THE BEST EVER

A paint that will positively keep thick lumber from checking. Let me tell you about it. Write

A. F. EILENBERGER,
North Tonawanda, N. Y.

HARDWOOD LUMBER.

WANTED.

50,000 feet of 3-inch 1st or 2nds white oak plank, 500,000 feet 3-inch No. 1 common white oak plank. Will take up at mill and pay cash.

W. & B. HARDWOOD LUMBER CO.,
1084 S. Paulina St., Chicago.

WANTED—ORDERS.

To cut white oak logs 26 to 40 inches in diameter into thin quartered oak or flitches, or will add veneer mill to plant near Cincinnati and cut same into veneers. Will make annual contract. Address

"OAK LOGS,"
8-23-4 care Hardwood Record

FOR SALE—Poplar squares, wagon stock, cedar and chestnut poles and posts, pine piling. Wanted—Dimension red and white oak and hickory cut to order.

G. D. FELLOWS,
6-20-1f. Racine, Wis.

WANTED.

Second growth white ash shovel handle lumber. 500,000 feet 1½x5 inches and wider, run of log.

OWEN M. BRUNER & CO.,
1438 S. Penn Square, Philadelphia, Pa.
Southern Office, Tifton, Ga.

WANTED—FOR CASH.

1½ inch Common and Select Poplar, any length.
1½ inch Good Cull Poplar, 10 and 16 feet long.
1 inch and 1½ inch Basswood.

L. W. RADINA & CO.,
6-28-1f. Clark St. and Dalton Ave., Cincinnati, O.

WANTED—POPLAR LUMBER FOR CASH.

Saps—1 and 1½ inch.
Selects—1 to 4 inches inclusive.
Firsts and seconds, ½ to 4 inches inclusive.

For delivery between now and February next. State amount you have or will have and time of shipment and prices. We will accept lumber graded under the rules of the Hardwood Manufacturers' Association of the United States and will take same up where quantity justifies sending an inspector.

Address X.
7-12-1f care Hardwood Record.

FOR SALE.

20,000 ft. 2-in. 1st and 2d Dry Qtd. White Oak at \$52.00
20,000 ft. 2-in. Common Dry Qtd White Oak at 30.00
30,000 ft. 1-in. Common Dry Walnut at . . . 50.00
20,000 ft. 1-in. Mill Cull Dry Walnut at . . . 15.00
20,000 ft. 1-in 1st and 2d Dry Walnut at . . . 85.00
The above prices are F. O. B. cars, Louisville, Ky.

THE NORMAN LUMBER CO.,
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FOR SALE.

One car 1½-inch common and better hickory.
One car 2¼-inch common and better plain red oak.
One car 3-inch common and 1 better plain red oak.
One car 1½-inch to 2-inch common quartered red oak.

J. P. WALTER LUMBER CO.,
8-9-1f Crawfordsville, Ind.

TO BUYERS OF HARDWOODS.

You can secure all kinds of good dry stock at prices below the market, as we have to vacate a portion of our yard at once. Write or telephone us for prices.

HAYDEN BROS. LUMBER CO.,
5-31-1f 22d and Jefferson sts., Chicago.

WANTED—YELLOW PINE AND OAK.

Yellow pine, in flooring, ceiling and finish. Oak, both white and red, plain and quarter sawn.

STILLWELL & CO.,
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WANTED.

Two cars 2-inch cull walnut; mixed car thick first and seconds walnut; one car 1-inch common walnut and one car 3x3 red oak table legs, 25 and 29 inches long.

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WALNUT GUN STOCKS, ALL SIZES.
WALNUT SQUARES, 1X1 UP TO 6X6 AND 12 TO 48 INCHES LONG.

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Carload lots, 1st and 2nds and some common. Thicknesses 2 to 4 inches; widths 9 inches and up; lengths 12 to 20 feet. Will take green.

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Virginia and Tennessee Red Cedar Posts and Boards.

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200 M feet 28-inch and up White Oak logs.
200 M feet 12-inch and up Walnut logs.
50 M feet 12-inch and up Cherry logs.

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FOR SALE—SMALL MANUFACTURING PLANT.

Building material of all kinds. Insulator pins, handles, etc. Best of location, no competition. Write for particulars.

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An experienced circular Sawyer with \$2,000, to buy half interest and operate a 25 M-ft. mill in city. Timber fine, abundant and cheap. Write quick for bargain.

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About seventy-five thousand acres of hardwood timber land, well located and very valuable; price right.

Address GEORGE DEARBORN,
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FOR SALE—SECOND-HAND MACHINERY.

One 24x30 engine with balance valve and 15 foot band fly wheel.
One 16x24 box bed plain slide valve engine.
One 54 inch by 12 foot horizontal return tubular boiler with all trimmings.
One No. 7 heavy duty Knowles fire pump.
One Rich gang sharpener.
Lot of wood pulleys with iron flanges.

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FOR SALE—CIRCULAR SAWS.

Second-hand circular saws, gummed and hammered complete, ready to run, practically as good as new, in the following sizes: Two 45-inch, 9x10 gauge; one 47-inch, 7x8; three 48-inch, 9x10; two 50-inch, 8x9; one 52-inch, 8x9; three 52-inch, 9x10; one 54-inch, 7x8; one 54-inch, 9x10; two 56-inch, 8x10; one **S A W S** 60-inch, 8x10; three 60-inch, 9x10; two 62-inch, 8x10; one 62-inch, 9-10; one 63-inch, 8x10. We guarantee the temper and metal to be all right. If you want bargain write quick while they last.

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FOR SALE—SECOND HAND WOOD WORKING MACHINERY.

These machines are offered at special low terms. Others we have are in our new and complete list which can be had on application. In writing about machines please mention their numbers and this paper.

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1095 One Indiana Machine Works Self-Feed Rip Saw, three bearings to arbor, counter-shaft and pulleys, no hangers, one blade.

1104 One J. A. Fay & Co. No. 5 Scroll Saw, complete.

1127 One No. 2 Short Log Saw Mill, for material up to 6½ feet in length; complete, with 52-inch circular saw.

1135 One Egan No. 3, 36-inch Circular Segment Resaw.

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WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak.
WRITE US.

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WISCONSIN HARDWOODS

1 car 1x10 inch and wider, common and better Wisconsin red oak.

80 M feet 2-inch oak bridge plank.
600 M feet 1-inch cull bridge plank.

40 M feet 1½-inch log run basswood.
20 M feet 1½-inch log run basswood.

250 M feet 1½-inch log run rock elm.
200 M feet 1½-inch log run rock elm.

200 M feet 1-inch log run hard maple.
150 M feet 2-inch log run hard maple.

600 M feet 1-inch common and cull birch.
1,200 M feet 1-inch log run birch.

100 M feet 1-inch No. 4 pine boards.
30 M feet 1x12 inch No. 1, 2 and 3 pine boards.

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WAGON STOCK
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 Buyers and Sellers of **HARDWOODS**

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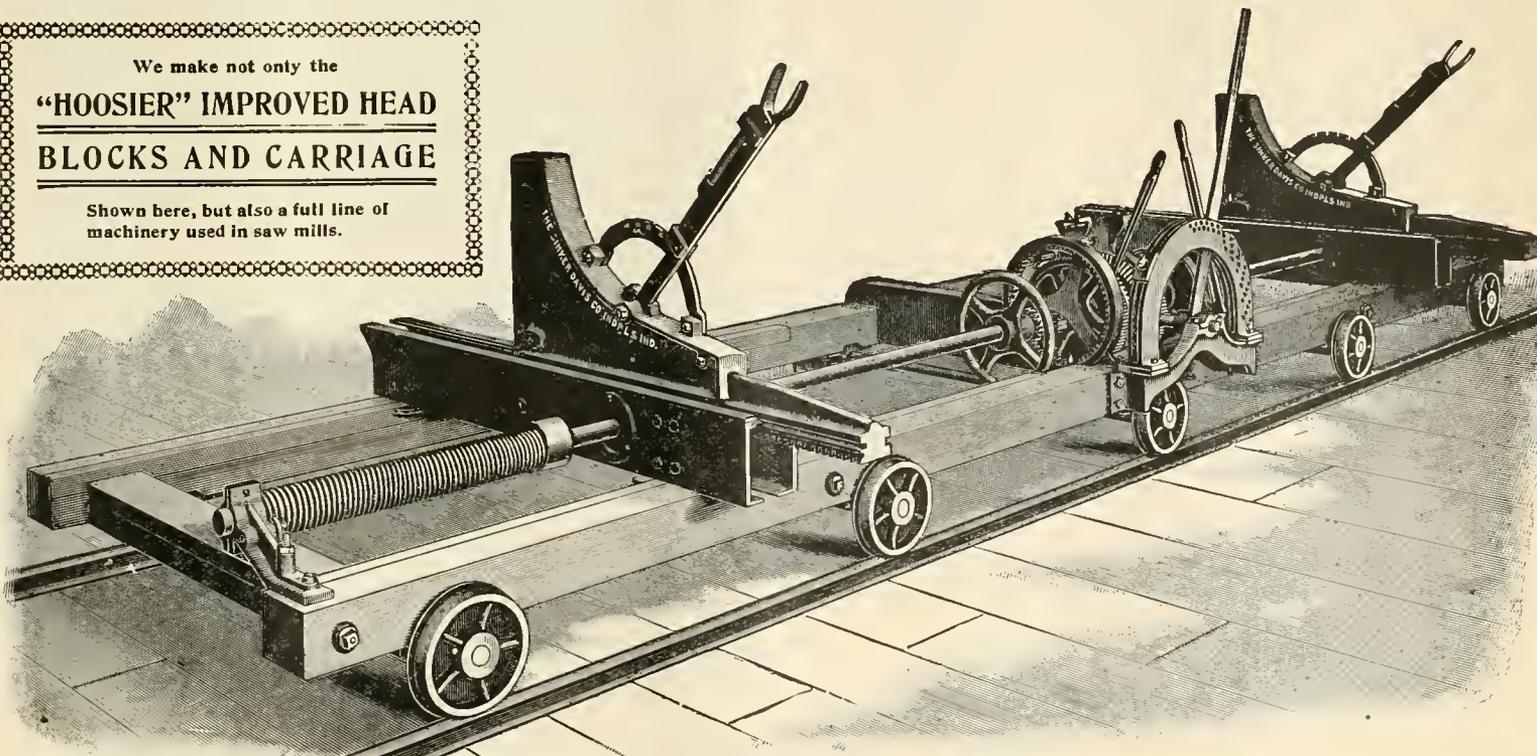
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 Parties getting out any of the above can make money by writing
 us. Will contract cut of mills or in less quantities.
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We make not only the
**"HOOSIER" IMPROVED HEAD
 BLOCKS AND CARRIAGE**
 Shown here, but also a full line of
 machinery used in saw mills.



These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our *new lumber tally* and all the latest improvements. Write for details.

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White Oak Piling and the following
Good Shipping Dry Lumber.

1-inch 1st and 2ds plain white oak.
1-inch common plain white oak.
1-inch log run gum.
½-inch common and better gum.

Also the following specialties :

1 small car ½-inch bone dry gum.
3 cars 1½-inch 1st and 2ds (small amount
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1 car 1¼-inch 1st and 2ds (small amount com-
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5 cars 1-inch 1st and 2ds and better quartered
red oak.
1 car 1½-inch 1st and 2ds and better plain
white oak.

And much other lumber of any grade.

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WHITE PINE STOCK,

cut from large cork pine logs, the
same as your grandfather tells about,
we can supply you with stock from this
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CORK PINE.

1 inch . . .	50,000 feet	3 inch . . .	43,500 feet
1¼ " . . .	13,000 "	4 " . . .	11,100 "
1½ " . . .	574,000 "	6 " . . .	7,300 "
2 " . . .	1,700 "	1½ " shorts	30,000 "
2½ " . . .	33,000 "	1 " mill cull	100,000 "

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SOLICIT CORRESPONDENCE WITH MILL MEN
MANUFACTURING

**PLAIN and QUARTER
SAWED OAK,
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WE ARE ESPECIALLY IN NEED OF SOME
PLAIN SAWED RED AND WHITE OAK.

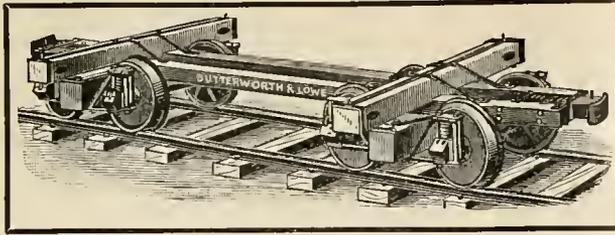
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Depend upon getting low prices.

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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, traverses eight states, namely:

NORTH DAKOTA.	MINNESOTA.	NORTHERN MICHIGAN.
SOUTH DAKOTA.	IOWA.	WISCONSIN.
Ex. Passenger Trains, Fast Frt. Trains Throughout.	MISSOURI.	ILLINOIS.

which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

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MILLS:

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GET OUR PRICES. TRY OUR LUMBER. WE SHIP ROUGH, DRESSED, RESAWED.

COTTONWOOD—GUM

THE RECOGNIZED AUTHORITY

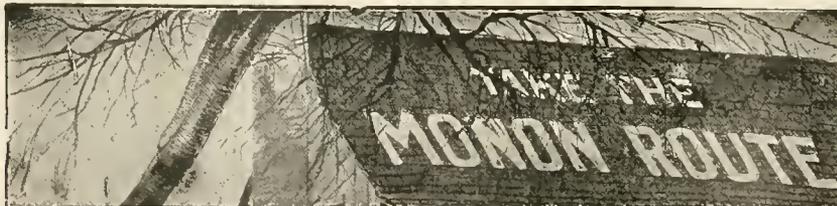
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Unless you recognize the fact that in this era of close competition LOCATION and freight rates are the principal factors in the selling and distributing of your products.

The Indiana, Illinois & Iowa R.R.

has its own rails from the Mississippi River to Lake Michigan, and intersects every railroad entering Chicago.

IF you were located on its line it could save you money.

No switching charges.

No teaming expense.

From one to five days' time saved in the receiving and shipping of your products.

This is worth looking into.

Your increased business means more earnings for the Railroad Company.

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Some desirable manufacturing sites can be had free of cost to you.

Write or call for further particulars.

The Indiana Illinois & Iowa R. R.

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Hardwood of a better quality & in greater quantity is found along the line of the Timber

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than in any other section of the South. We solicit the attention of anyone who is interested or desirous of finding locations for saw mills or wood working factories of any description. We will furnish reliable information regarding available locations together with other interesting data, free upon application. In many cases we can arrange for additional capital to carry forward important enterprises to a successful issue. Write us for information. All correspondence confidential.

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Gives list of hotels and boarding houses; rates by day and week, railroad fares, maps, and G. R. & I. train service.

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Postage 2 cents.

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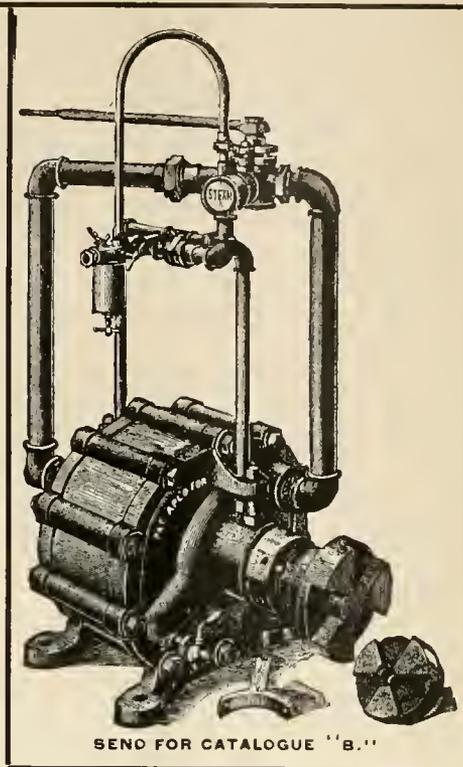
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SEND FOR CATALOGUE "B."

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The timber lands along the Cotton Belt Route in Missouri, Arkansas, Louisiana and Texas contain greater varieties of timber than anywhere else. If you are looking for a new and favorable location for a

Saw Mill, Stave Mill, Box, Wagon, Basket and Berry Box, Hub and Spoke, Furniture or Heading Factory,

write us before locating anywhere else.

The fine clays and sands at certain points on the Cotton Belt Route offer special inducements for the establishment of

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The abundance of fruit and vegetables raised in the Cotton Belt Territory invite the establishment of successful

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For further particulars, write to

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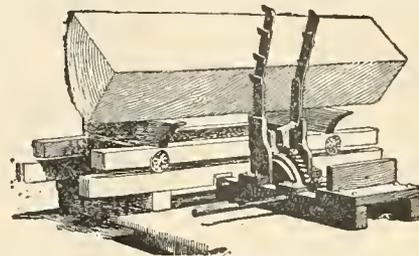
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50,000 feet, 2 1/2, 3 and 4 inch 1st and 2ds Poplar, wide average, good lengths and dry.

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Adapted to portable and stationary saw mills. Can be detached and moved in a few moments. Will increase the output 25 per cent. Write for particulars. Mention this paper.

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THE CELEBRATED
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SAWS

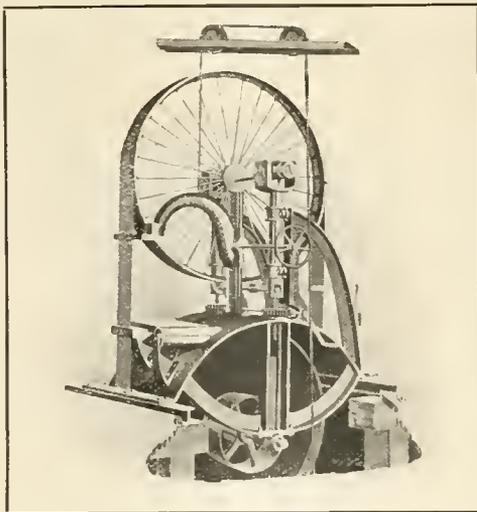
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THIS SHOWS WHAT THESE MILLS ARE
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HAVE YOU MUCH RIPPING TO DO ?

Here is a new band rip saw that will surpass in quality and quantity anything in this line you are now using.

It represents an entirely new departure in Ripping Machinery, is meeting with unqualified success wherever used and is adapted for all woodworkers.

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**TERMS, CUTS AND PARTICULARS ON
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**No. 1 AUTOMATIC
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(Patented Feb. 27 and Oct. 2, 1900.)

Will rip quickly and accurately either hard or soft wood 24 inches wide and to 10 inches thick and with no danger of wood striking operator.

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"SAW AND KNIFE FITTING"

MAILED ON REQUEST.

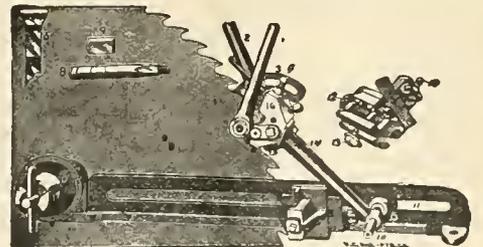
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Circular Swages.**

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No. 65A. Swage with Bench Castings for Saws 5 to 11 gauge.

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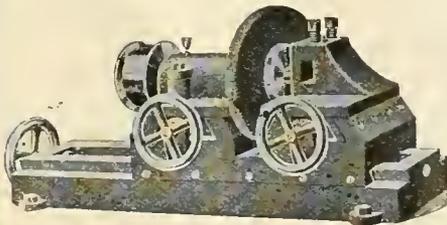
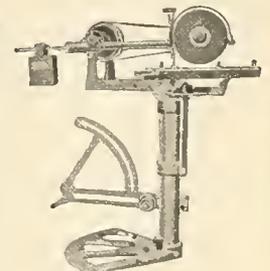
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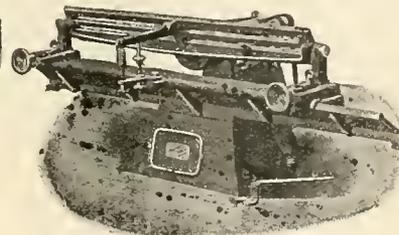
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Automatic Bench Knife Grinder.

6 inch Cup Wheel. No water attachment.

No. 147. to grind knives up to 26 inches... 250 lbs.

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CORRESPONDENCE SOLICITED WITH BUYERS AND SELLERS OF ALL KINDS OF

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Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1 1/4 inch stock, for immediate shipment.

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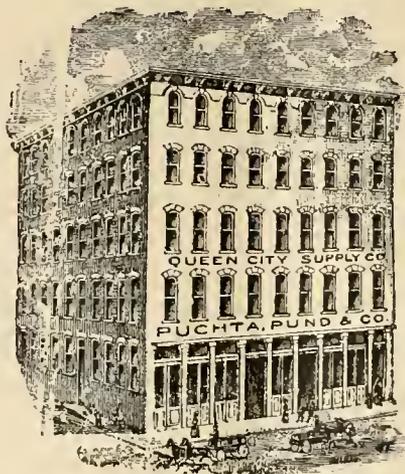
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