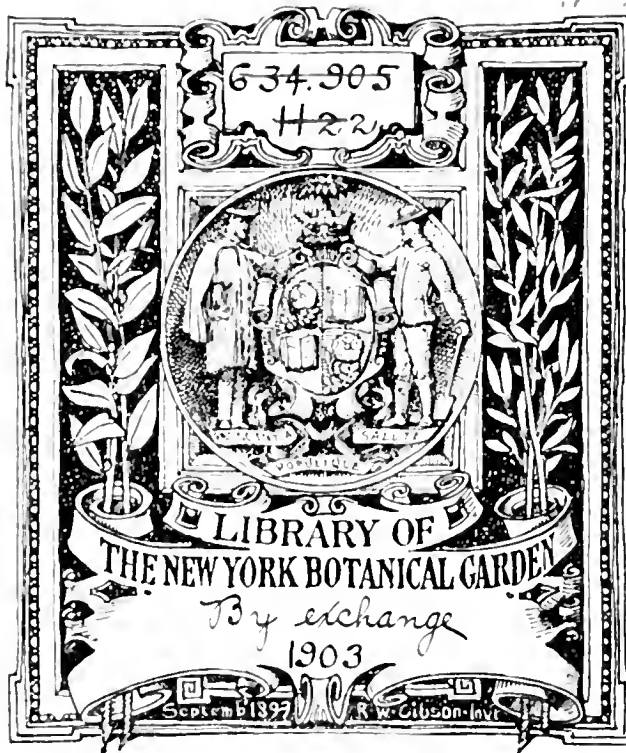


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THE HARDWOOD RECORD

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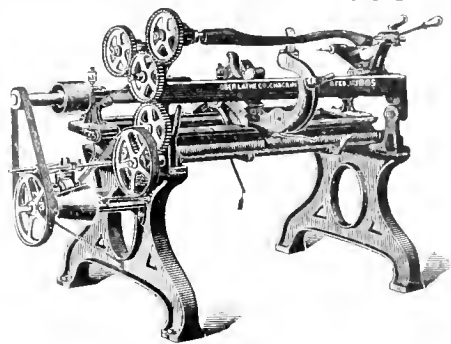
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Vol. XVI.

CHICAGO, APRIL 25, 1903.

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.

OBER MANUFACTURING CO.
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 Manufacturers of
PATENT HANDLE, SPOKE AND VARIETY TURNING LATHES, SANDERS, Etc.

 Lathes for turning Axle, Adze Pick Sledge, Hammer, Hatchet, Auger, File, Knife, Chisel, Fork, Hoe, Rake, Broom, Ice Hook and Mop Handles, Pike Poles, Whittlers' Trees, Yokes, Spokes, Porch Scaffolds, Table Legs, Tent Stakes, Bull Bats, Mallets, Gun Stocks, Etc.
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LOUISIANA RED GYPRESS
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 General sales agent for the Southern Cypress Lumber Selling Company, New Orleans, La., Controlling the output of the leading Cypress Mills
 LARGE STOCKS. PROMPT SHIPMENTS.
 Write for Price.

One Million Feet Cherry.
 We shall have that amount to offer during the coming year. We have on hand now several cars 1-inch dry rejects and better, and also some thick No. 2 and No. 3 common. We can cut cherry to order. We shall also have a large amount of white ash and maple, and can make contract for a quantity cut to order. Send us your inquiries, please, for all kinds of lumber.
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\$1,000 to \$40,000 can be written on any unexposed or clear spaced stock of lumber.
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 Manufacturers and Wholesalers
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 GENERAL OFFICES
 FORT DEARBORN BLDG.
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 We can furnish you
OAK, ASH and CYPRESS. Uniform Quality and Color
 All Lengths and Thicknesses.
 Full quantity of Dry Stock on hand
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 Long Distance Telephone, Western Union Telegraph, United States Mail.

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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 1/4 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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W. A. B. L. C. O. P. E. O. H. A. R. D. W. O. O. D. R. E. C. O. R. D.

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Hardwood Lumber

CAIRO, ILLINOIS.

Plain Red and White Oak.

Wanted and For Sale Column.

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 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 St., Chicago, Ill.

THE FERD BRENNER LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

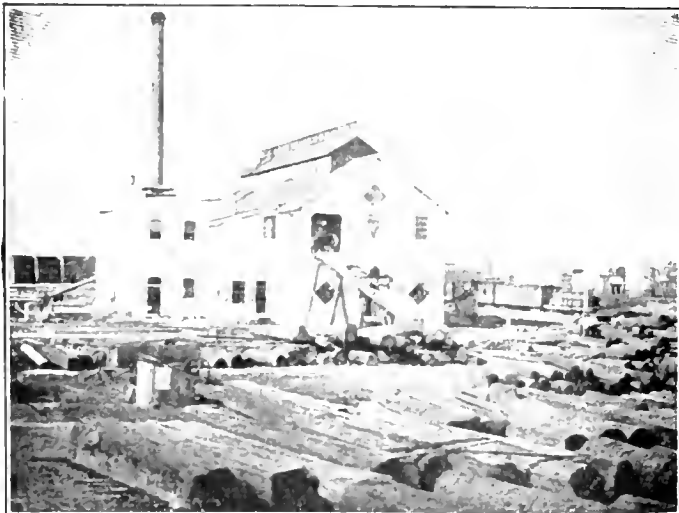
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For Home and Export Trade.

 We are in the market to buy all Southern Hardwoods. Correspondence solicited.

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AND **WALNUT**

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ESTABLISHED 1877. INCORPORATED 1888.

LOUISVILLE, = = = KY.

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FOR SALE:—One Filer & Stowell nine-foot single band saw mill, now in operation, one-hundred and twenty-five horse power engine with new boilers, line shafting, pulleys, belting, live rolls, nigger, twin engine log hauler, trucks, new Allis gang edger and trimmer, complete outfit good as new, capacity thirty-five thousand feet per day, can be moved and put in operation in short order and may be examined at Houston Bros.' plant, Vicksburg, Miss.

FOR SALE:—One Sinker & Davis single band saw mill, now in operation; overhead log turner, gang edger, trimmer, one-hundred and fifty horse power engine, boilers, planing mill, steam dry kilns, stocked with lumber and logs, pine and hardwood. Best location in the South; established business; four thousand acres virgin timber; water and rail transportation facilities. Details furnished on application.

FOR SALE:—Farm land, improved and unimproved, located in the Delta and Tombigbee River valley, richest in the world. Liberal terms. We employ settlers in connection with our logging and milling operations. Write us for information.

FOR SALE:—Hardwood lumber, yellow pine and cypress, cut, hauled, band sawed, dried and delivered direct from our own forests to the consumer. Write us for prices.

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F. S. HENDRICKSON LUMBER CO.
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 If You Have Any Stock to Sell Write Us.

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 Or anything you have for sale in hardwoods.

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 WHOLESAL DEALERS AND MANUFACTURERS : : **HARDWOOD LUMBER.**
 22nd and Morgan Streets, CHICAGO, ILL.
 Branch Yard: Paducah, Ky.
 We are in the market for both Northern and Southern stocks. Write us.

Into the Southland

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

Chicago & Eastern Illinois Railroad

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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.

HEATH-WITBECK COMPANY,
 DEALERS **HARDWOODS** MILL CUTS
 IN 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.
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FRED. W. UPHAM, President. O. O. ACLER, Secy. and Treas.
FRED. W. UPHAM LUMBER CO.
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Wisconsin and Southern Hardwoods
 Are always ready to contract for cuts of mills both North and South, and receive lumber at point of shipment.
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We are in the market to buy Oak, Ash, Poplar, Cottonwood, Gum and Hickory.

We have on hand a good stock of Tobasco and Cuban Mahogany, all grades and thicknesses.

Ryan & McParland,

ALL KINDS OF

HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

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CHICAGO.

CRANDALL & RICHARDSON,

33d St. and Centre Ave., Chicago, Ill.

DEALERS IN ALL KINDS OF

Hardwood Lumber, Yellow Pine

AND LOUISIANA RED CYPRESS.

We are always in the market for good stock, and where prices and quantity justify, will send inspector to mill to take up and pay for same when loaded on cars.

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."

I AM IN THE MARKET TO BUY

HARDWOOD LUMBERCan Handle the Cut of One or Two Good Mills
on a Cash Basis. Send me your Stock List.**CHAS. DARLING**

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ALWAYS IN THE MARKET FOR

HARDWOOD LUMBER OF ALL KINDS.

WRITE US BEFORE SELLING.

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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.**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.

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HAMPTON, KY.**THIN OAK AND POPLAR
A SPECIALTY.**Main Office:
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 Office: Foot "B" Street, Chicago.
Hardwood Lumber
 We are in the market for Oak, Poplar, Cherry, Ash,
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CLARENCE BOYLE LUMBER CO.
 WHOLESALE DEALERS IN
Hardwoods, Yellow Pine
 AND CYPRESS
 No. 319 W. 22d Street,
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PARK RICHMOND W. B. HOSWELL
PARK RICHMOND & CO.
 Successors to Hayden Bros. Lumber Co.
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 Always in the market for Plain Oak, quartered Oak and Poplar. Write us.
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FINK, HEIDLER & CO.
Hardwood Lumber.
 KILN DRIED ALWAYS IN STOCK.
 Blue Island Avenue and Robey Street,
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 Telephone Canal 744.

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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.
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 OFFICE AND YARD: 1084 S. Paulina St., CHICAGO, ILL.
Wholesale Hardwood Lumber.
 We are in the market for all kinds of hard-
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 cherry. Send us your stock lists and prices.
 Lumber inspected at point of shipment.

Quinnesec Log and Lumber Co.
 Ash, Basswood, Birch, Rock and Soft
 Elm, Red and White Oak (Plain and Quarter Sawed)
 C. F. JOHNSON, Mng'r.
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 ALL GRADES ROUGH OR DRESSED
Red Oak, White Oak, Ash, Cypress, Soft Elm
 Manufactured Into
 Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling,
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Oak, Ash, Poplar, Cottonwood and Gum.

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JOHN T. BARLOW, Vice-Prest.

The J. W. Dickson Lumber Co.,

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GUM A SPECIALTY, 3/8 INCH AND THICKER.

Lumberman's Standard Code
Cable address: Dickson.

MEMPHIS, TENN.

E. T. BENNETT, President.
F. P. ABBOTT, Vice-President.

J. W. THOMPSON, Secretary.
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Cable Address: "BENWOOD."

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SOFT YELLOW MISSISSIPPI CYPRESS

Is superior to all kindred varieties of this timber, because of its peculiar color and textural beauty. It is bright yellow, soft, smooth, tough, strong and flexible, and for ease of working, is next to white pine. It is equal to white or yellow pine for Interior Finish, and better than either for all outside work. We handle it exclusively all grades and thicknesses. Write us about it.

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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.

Goodlander-Robertson Lumber Co.,

HARDWOOD LUMBER

POPLAR, OAK, ASH,
HICKORY AND WALNUT.

WE SOLICIT ORDERS FOR MIXED
CARS, ROUGH OR DRESSED. **MEMPHIS, TENN.**

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ARTHUR LUMBER CO.



Office: 280 RANDOLPH BLDG.

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.

C. S. GLADDEN

Wholesale and
Manufacturer

HARDWOOD LUMBER

Specialty

THIN QUARTERED WHITE OAK.

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SAXTON & COMPANY (LIMITED.)

CABLE ADDRESS, SEVIER.

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A. B. C. ZEBRA.

LUMBER AND LOGS.

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KNOXVILLE, TENN.

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We Buy and Sell Choice Hardwood Lumber.

GEORGE B. ZEARING COMPANY,

MEMPHIS, - - TENN.

Manufacturers and Dealers in

Gum, Oak, Ash AND COTTONWOOD.

Mills at De Valls Bluff, Arkansas.

The W. V. Davidson Lumber Co.

Benedict Bros.

DAVIDSON-BENEDICT CO.,

Wholesale Manufacturers and Shippers,

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ROUGH AND DRESSED
LUMBER

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CHESTNUT, WALNUT.

VOLLMAR & BELOW

MARSHFIELD, WIS.

Wisconsin Hardwoods

Shipments Direct from the Mills.

We are in the Market at All Times for Stocks of Hardwood. Write us.

B. F. McMILLAN.

C. V. McMILLAN.

B. F. McMILLAN & BRO.

DEALERS IN

Pine, Hemlock and Hardwood Lumber, Lath and Shingles.

REAL ESTATE and LOANS,
EAU PLEINE STOCK FARM,
GENERAL MERCHANDISE.

McMillan,
WISCONSIN.

The Jeremy Improvement Co. of Saxe, Va., have sold 500 acres of their 2,286 acres to the State of Virginia for an experiment and tobacco test farm. Prof. Heiges of York Pa., U. S. Pomologist for year's is manager, and especially wants bright men to assist him. We will sell you 20 acres of land adjoining the state farm and 1,500 feet siding, 2,500 feet facing, 1,000 feet flooring for \$300.00.

Write for particulars.

JEREMY IMPROVEMENT CO.,
Saxe, Va.

DRY STOCK

WISCONSIN and SOUTHERN HARDWOODS.

600 M feet 1, 1½, 1¾, 2, 2½ and 3 inch Log Run Rock Elm.
275 M feet 1 and 1½ inch Log Run Soft Elm.
80 M feet 2 inch 1st and 2d Hard Maple.
125 M feet 1 inch 1st and 2d Hard Maple.
900 M feet 1, 1½, 1¾, 2, 2½ and 3 inch Log Run Birch.
7 M feet 1, 1½, 1¾ and 2 inch Curly Birch.
30 M feet 1, 1½, 1¾ and 2 inch common and 1st and 2d Red Birch.
80 M feet 1 inch Log Run Red Oak.
200 M feet 1 inch Mill Cull Oak.
30 M feet 1¾ inch Common and Better Basswood.

Our mill at Grandon, Wis., is in the finest hardwood belt of the State.

This is only part of our stock. Write us when in the market for anything in hardwood lumber.

PAGE & LANDECK LUMBER CO., MILWAUKEE, WIS.

Yellow Pine Timbers

DIMENSION SIZES.

This company, though young in Yellow Pine dimension business, is coming rapidly to the front. We have such connections and facilities now as to enable us to make as

PROMPT DELIVERY OF STOCK

AS ANY ONE IN THE BUSINESS.

We shall be delighted to have your inquiries. Believe we can satisfy you.

WE ARE ON BED ROCK AS TO PRICES,

and we can promise you, and, in fact, give you more prompt delivery than any one else in the business.

ADVANCE LUMBER CO.

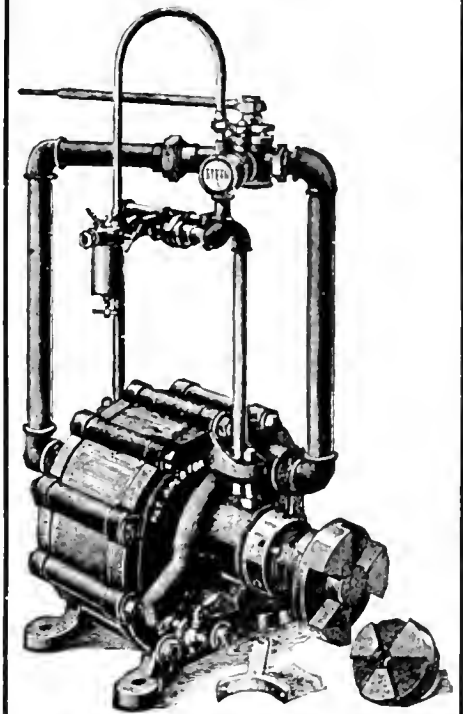
Cleveland, Ohio.

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.

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Successor to B. J. Ehrls

WANTED AND FOR SALE

Hardwood Lumber

ASH, OAK, POPLAR, CYPRESS,
AGRICULTURAL AND WAGON STOCK,
Walnut and Cherry.

16TH
BETWEEN POPLAR AND SPRUCE
ST. LOUIS.

AUGUST J. LANG

**HARDWOOD LUMBER AND
WAGON MATERIAL.**

Main and Tyler Streets,
ST. LOUIS, MO.

East St. Louis Walnut Co.

BAND MILL AND YARDS,
EAST ST. LOUIS, ILL.

MANUFACTURERS
—OF—

**WALNUT, OAK,
CHERRY**

In the market at all times for Walnut,
Oak and Cherry Logs.

MOSBERGER-O'REILLY LUMBER CO.

Hardwood Lumber.

OFFICE: MAIN AND CHAMBERS STS.

ST. LOUIS,

YARDS } Main and Chambers Streets.
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MISSOURI.

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

T. B. THACKSTON, Agent,
Land and Industrial Dept.,
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YOU
CAN
REACH
THE BONSACK LUMBER CO.
WHOLESALE HARDWOODS
ST. LOUIS
BY
RAIL, MAIL
WIRE OR
'PHONE

PLAIN OAK,
QUARTERED OAK, ASH,

CHERRY
AND MAHOGANY.

F. H. SMITH LUMBER CO.

HARDWOOD LUMBER

2600
N. BROADWAY
ST. LOUIS, MO.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE
**MICHIGAN
HARDWOODS**

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WILLIAM H. WHITE, Vice-President
HENRY S. TOLSON, President
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EDWARD BUCKLEY, Director
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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,
No. 28-D.



We are now ready to book orders for flooring and mattress frames, giving quick shipment. 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.

We are drying **HARD MAPLE 1 INCH TO 4 INCHES SQUARE**, and the stock is free from checks. No trouble in operating your kilns.
EATON MANUFACTURING CO. (Bair Lumber Co.)
Eaton, Md.

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.

NEW YORK
BOTANICAL
GARDEN

THE HARDWOOD RECORD

VOL. XVI.

SATURDAY, APRIL 25, 1903.

No. 1

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

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 26.

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.

Reports from all sections indicate that the general business of the country is in a flourishing condition. Factories are running full time on orders taken at profitable prices; railroads have more business than they can handle; such agricultural products as are coming to market are bringing handsome prices; people who work for wages are abundantly employed and well paid wages, and so far as legitimate business is concerned conditions could scarcely be better.

All of which establishes prosperity upon so solid a foundation that it will be very difficult to unsettle it for some time to come.

But any position less sound than that occupied by legitimate business interests today would certainly be affected by the artificial condition existing in those financial circles of which Wall Street is the center, which condition is brought about by the craze for promotion and consolidation among the gigantic stock gamblers of the country.

During the three years of 1900, 1901 and 1902 there were capital issues added to the lists of the stock exchanges of the country in excess of the enormous amount of 4½ billions of dollars. How much of this enormous increase represents actual value in increased mileage or equipment of railroads, or increased capacity in manufacturing plants, it is impossible to determine, but no large percentage probably.

For every mile of new road or dollar of new equipment added to a railroad, that road is entitled to that much additional credit, against which it may legitimately issue credit obligations.

Such a road may also legitimately issue credit obligation against the increased earnings of the road, due to our present period of prosperity. Such issues are not as sound as those based on an increase in tangible assets, but they are legitimate.

But with all such issues accounted for, we fear that much of the 4½ billions would still remain, having no more substantial basis than the hopes of the promoters for increased profits to accrue from establishing a monopoly of the carrying trade through certain territory.

For instance, when the Morgan-Hill syndicate decided to buy the Burlington system, the stock of the Burlington was quoted at about 165, and such trading as was being done was around that figure. That 165 represented the true value of the

stock, based upon its earning capacity in a period of exceptional prosperity, and under careful, able and economical management.

To have gone into the open market in an attempt to buy a controlling interest would have excited competition in the bidding, which would have run the price to ruinously high figures, so, it is said on good authority, the syndicate made a private deal whereby a controlling interest was secured at 200. In other words, in order to carry forward their scheme of consolidation they paid an advance of 20 per cent over the actual value of the property. To compensate themselves, saying nothing of making a profit, it will be necessary that they, through establishing a monopoly of the carrying trade throughout the Northwest, add 20 per cent to the earnings of the road. Everything depends on their getting into position where they can force the public to pay 20 per cent higher freight charges. Happily, the courts have so far blocked their efforts in this direction.

This attempt of the Morgan-Hill syndicate is used, not as a special or unusual sample of the methods of the new tribe of promoters, but as a fair illustration of what is going on all about us.

All sorts of properties are being bought at prices above their worth, even under the present excessive prosperity, and being merged into trusts and pools whose only prospect for a profit lies, not in a continuance of the present era of prosperity, for that would not be enough, but in a vast increase over the present prosperity, which would enable the consumer to pay an added profit of from 20 to 50 per cent on their wares.

These syndicates and combinations represent an immense amount of wealth, and through J. P. Morgan & Co. they have a central organization which enables them to act in unison; but it is the belief of conservative men that they have overloaded themselves. The general investing public is refusing to touch their inflated securities, and they are, in a very large degree, still in the hands of those who issued them. They are a powerful group of financiers, but there is a limit to their capacity, and it is the belief that that limit has been reached.

This manipulation, this buying and selling, issuing and reissuing of stocks and bonds must not, however, be confounded with the real business of the country. Such manipulation adds nothing to the

wealth of the nation and takes it in the wrong way. It is simply the effort of a few of our shippers to get rich quick, and to do so by the resources, attempting to gain control of great properties of the country, especially the railroads, and it is the opinion of the disinterested onlooker that they have taken off more than they can chew.

The most distressing feature of their operations to legitimate business interests is the fact they have, in their tremendous paper deals, tied up about all the surplus money in the country. The banks of New York and most of the large cities are stuffed full of these inflated securities, taken as collateral for loans, with the result that any financial disturbance would cramp legitimate business interests for funds.

As the first of May approaches we are threatened on all sides by serious labor troubles, but somehow we slip along from day to day by what seems sheer good luck, without bumping into anything serious.

Meanwhile we are humming along at a high rate of speed, as did the man who caught the bear by the tail. Like him, we can't stop and don't dare to let go.

But you can never tell how things are going to terminate, and we may come out all right.

We have always been a lucky people.

WORK OF THE TRAFFIC DEPARTMENT.

The work that Mr. W. D. Hurlbut, manager of the Traffic Department of the National Hardwood Lumber Association, is doing is a revelation to those unacquainted with the ins and outs of the railroad business. Not only does the showing he makes cause the success of the Traffic Department to be assured, but it indicates that the field for that work is so broad and fruitful that the Traffic Department will be one of the strongest features of the association work. The amount of money he has made and saved, and is making and saving, for the members of the Traffic Department is astonishing. Of course, he can do nothing for a member if he is not called upon, but no member who consults him freely regarding his freight matters fails to profit by it.

Mr. Hurlbut is conceded to be one of the best posted traffic men in the United States. He has no superior in the knowledge of railroad tariffs, and the substance of the Traffic Department proposition is that for a comparatively small sum a member of that department may have his freight matters looked after by an expert. And he will be surprised to find how such there is in it for him.

A lumberman accepts the rate which a railroad makes him, without knowing whether he is being charged above a legal rate. We know of one case where a lumberman joined the Traffic Department under pressure, paying \$35 for a year's membership. As soon as Mr. Hurlbut got to

investigating his freight affairs, he discovered that the member had been paying a rate of 2 cents a hundred over the legal rate for three years. As most of his product had been shipped on that rate he was entitled to a neat little rebate of fully \$8,000. And Mr. Hurlbut will get it for him.

There isn't any use having any uneasiness over the future of the Traffic Department. All that is necessary to have faith that it is going to develop into the biggest and best thing in the business, is to understand it.

Uniform inspection is a good thing, a mighty good thing, in a general and indirect way, but the returns from the Traffic Department are immediate and direct.

THE FLOOD OF IMMIGRATION.

During the first three months of this year all the records of immigration to this country from Europe have been broken. In one day more than 10,000 landed in New York. These immigrants came from all parts of Europe, Germany, Holland, Scandinavia, Italy, Greece, Ireland, Russia, truly a wonderful mixture of people. And under our present immigration laws they are neither paupers nor criminals, but thrifty, hardy, industrious citizens, the very cream of the population of Europe.

The cause for this great exodus from Europe is twofold; first, there is the excessively hard times they are having in all parts of Europe, and second the excessively prosperous times we are having in this country.

For they are having hard times in Europe, and they are going to have harder. The people of Europe are being ground between the upper millstone of increasing taxation and the nether millstone of decreasing profits.

The agriculturists of Europe must have protection against the cheap food products of America and Asia, or, they say, they will be ruined; and the European manufacturer says that if a tariff is put upon food-stuffs so that he must pay more for the sustenance of his help than he is now paying, he will be ruined, because competition is pressing him to the last gasp as it is; and the European mechanics and laborers are beginning, through their unions, to say things for themselves. And it looks like ruin almost any way you fix it.

And all the time the soil is growing thinner, the mines more nearly exhausted, the armies and navies are being increased and taxes becoming heavier. No wonder the people who can get away are coming to America.

As to whether or not it is desirable that they should come here in such numbers is a matter upon which the people of this country are somewhat divided. With business conditions as they are at present, we certainly have room for them. From all sections comes the same report of scarcity of help. They are short-handed in the log

camps in the North, on the docks in Chicago and in the saw mills of the South. And it is the same in all lines of trade. It is as much as a tramp's life is worth to attempt to go through an agricultural district. For the farmers would be apt to kidnap him and put him to work, which would, in many cases, probably prove fatal. And not only is there at present a strong demand for the services of the male immigrant; the demand for the services of the female for all kinds of employment is stronger, if possible, than the demand for the men. As yet, we seem to have plenty of room for them all.

And so long as conditions are as they are, the distressed people of Europe will come in ever increasing numbers. The working classes of Europe, notably of France, Holland and Italy, have been trying the experiment of "striking" during the past year without success. Those who employ them are paying all the wages they can afford; and that all, so the working people say, is not enough to enable them to live. So there is nothing left for them but to go away. And where is a better place to go than to golden America, where wages are high and living cheap? Where there is no compulsory military service; no landlordism, no nobility, and where it is easily possible for every thrifty, industrious man to own a home? Where every man has an equal chance with every other, where the poor immigrant may grow rich and great, and where his children may win to the highest places in the land? Oh, there is no place like America, great, free, golden America!

And they are coming. Coming in troops and battalions. How long we will be able to take them in and assimilate them and make them rich and happy, the Record has no idea. So long as our present double jointed, ball bearing prosperity lasts, how long that will be we have no idea. We admit that we are lost in the shuffle. That we are clattering along the highway with the rest of the people, without knowing where we are going, or why.

A LOST OPPORTUNITY.

When Wm. Clancy, proprietor of the Lumberman's Credit Association, bought the stock of the Foster Lumber Mercantile Agency and closed the concern, he had a golden opportunity to establish himself and his Lumberman's Credit Association forever in the good graces of the lumber trade. But he let the opportunity slip by him, and now, alas, it is too late.

When he purchased the Foster Lumber Mercantile Agency it was a fairly prosperous, dividend paying institution, with over 700 subscribers, most of whom had paid their subscriptions in advance. If, when he had bought the stock of the concern, Mr. Clancy had written the subscribers asking their permission to fill out their contracts with the service of the Lumberman's Credit Association, probably 95 per cent of

them would have cheerfully consented. To the few who, for one reason or another, did not wish to have the substitute service the fair and honorable thing would have been for Mr. Clancy to refund their money.

But Mr. Clancy did not elect to do that. That is, not at first. He side-stepped, as it were. He turned over the mail of his Foster agency to his Lumbermen's Credit Association, and requests of subscribers to the Foster agency for reports or other information were replied to by his Lumbermen's Credit Association, saying that the Foster Agency was out of existence, and asking for subscriptions to the Lumbermen's Credit Association.

It would seem that Mr. Clancy, aside from any moral consideration, would have had business sense enough to have known that the 700 subscribers to the Foster agency would not submit to such treatment. The amounts were small in each instance, but he should have expected concerted action.

And concerted action was had. A number of the Chicago subscribers to the Foster agency met at the Chicago Lumber Exchange and decided to push the matter and force Mr. Clancy to take care of the Foster agency contracts. At their request Mr. F. F. Fish sent out a request to the subscribers for an assignment of their accounts. Twenty-five of those assignments were received from among the best lumber firms of the country, and placed in the hands of an attorney, who brought suit in the Superior Court of Cook County, asking for the appointment of a receiver. That suit is now pending.

And Mr. Clancy is ready to settle. He has offered the parties to the suit, and, we suppose, all the subscribers to the Foster agency, to complete their contracts. And we suppose the matter will be settled on that basis and the suit withdrawn.

But Mr. Clancy lost a golden opportunity. We do not know what he paid for the Foster agency, but its most valuable asset to him was its good will. And to a considerable extent he has, we fear, sacrificed that good will.

If the Foster agency had been a bankrupt institution—if it had been unable to fulfill its contracts, the case would have been different. But it was not. It was, when Mr. Clancy purchased it, in excellent position to continue; and it is to be presumed that Mr. Clancy paid a good price for it, in order to get it out of the way and to secure its 700 subscribers, representing a yearly revenue of approximately \$25,000, to accept the service of his Lumbermen's Credit Association. Had he treated these subscribers fairly and frankly at the beginning, simply merging the Foster business with his own, he would have found the money he paid for the Foster agency a good investment; and when competition enters the field, as it surely will, he would have been fortified against it.

But that is Mr. Clancy's business, and

none of ours. The position taken by the Record in the matter was taken to protect the interests of the lumber trade against what appeared an unfair attempt to evade responsibility, and to secure to the trade some equivalent for the thousands of dollars that had been advanced to the Foster agency.

SOME HARDWOOD PRICES.

Plain-sawed oak seems to be the most stable in price of any of the hardwoods. When a couple of years ago, almost the entire list slumped badly in price, plain oak remained steady, and through all the recent advance which has sent all other prices sky rocketing, plain oak has gone steadily along, some higher in price, but not a great deal.

Quarter-sawed white oak has advanced in the past two years fully \$20 a thousand in firsts and seconds, or a gain of fully 40 per cent; in No. 1 common it has advanced about the same amount, \$20 per thousand, representing a gain of 66 2/3 per cent at least; in No. 2 common it has gained fully 100 per cent.

That is a truly remarkable advance, but poplar has fully equaled the record of quartered oak, and cottonwood, basswood, gum, maple, elm and all other hardwoods, except plain oak, have done remarkably well, but the advance in that great staple plain oak has not exceeded three or four dollars a thousand.

There has been a strong demand for plain oak all the time, too, but the supply while not excessive, has been at all times sufficient. This is a rather puzzling condition, but may be accounted for in large measure by the fact that an increasingly large amount of the logs available for the hardwood manufacture are not suitable for quarter sawing, and are, therefore, plain sawed.

One feature affecting the oak situation, and which will always need to be reckoned with in the future, is the rapid growth of the quartered oak veneer business. The manufacturer of quartered oak lumber of good quality must compete, in almost every section of the country, with the log buyer of the veneer mills in purchasing his supply of logs. And on that basis we assert, without fear of successful contradiction, that he cannot sell his lumber at much less than present prices and make any money. With the natural deterioration in the quality of oak logs, due to the fact that the oak timber supply of the country has been culled for fifty years, added to the demands of the veneer trade, we have a condition which amply justifies the present prices of quarter-sawed oak, and there is no reason why, except in a time of exceeding business depression, they should ever go lower. Even at the present prices there seems no prospect of overproduction, in fact, we scarcely see where the necessary amount of stock is to come from to meet legitimate requirements.

Poplar is another wood which, in spite of the great gain secured in the past two years, is no higher than circumstances warrant, especially in the upper grades. Poplar has never before been as high in price as it should be. It has the intrinsic value and there is nothing in the timber supply to justify its selling below its value.

The area of poplar stumpage is rapidly diminishing and the quality rapidly deteriorating. Where the manufacturer formerly got from 50 to 60 per cent of firsts and seconds out of his logs, he is now fortunate to get 30 to 35 per cent.

There are uses to which good poplar is put for which it is very difficult to find a substitute, and while the lower grades will probably fluctuate with more or less favoring conditions, we believe that poplar lumber above and including the No. 1 common grade has gone up to stay.

CONCERNING UNIFORM INSPECTION.

As the annual meeting of the National Hardwood Lumber Association is less than a month away, the subjoined strong and able editorial from our strong and able contemporary, the Lumber Trade Journal of New Orleans, should receive the careful consideration of all members of the hardwood trade.

The movement for a unification of hardwood inspection brought the National Hardwood Lumber Association into existence, and it has received the support and assistance in that work of every association of hardwood lumbermen, whether of manufacturers or dealers, with only one exception. This exception, the Hardwood Manufacturers' Association of the United States, has, ever since its organization a year ago, sought, for some unexplained reason, to injure the National association in every way it could. We are utterly at a loss to understand their attitude in this matter, but the National association is big enough and strong enough and unselfish enough to overlook all this and meet any attempts at reaching a basis of agreement in a spirit of conciliation. If that basis cannot be reached, let the responsibility rest where it belongs.

The following editorial will repay careful perusal:

The approaching annual meeting of the National Hardwood Lumber Association at Indianapolis will be an occasion of exceptional importance to the hardwood interests of the country. The Journal knows nothing of what the convention will do nor anything about the special order of business, if any, is contemplated. The situation with reference to inspection is somewhat complicated, unfortunately so, in fact, but it is not hopelessly beyond redemption. Just now there are two sets of rules in the field not extremely unlike each other, but sufficiently so to cause some confusion and more hindrance. There is also some partisanship upon the part of the votaries of contending organizations that considered alone would seem to indicate a lack of genuine loyalty to any side

to be made. The fact that the two bodies are not merged into one, but that they are distinct, is a fact that the "New Orleans" men, and the others, are better, for the time being, to maintain. To a man up a tree, this is not to be made. The presents, and similar, are to be respected by the others, best for the trade at large. However, if the uniform rules are to be made, they code that is best for all, and the code that shall ever be the only one, must of necessity be by the same to be good for all.

For that reason the existence of more than one set must be regarded as distinctly unfortunate for all, and the elimination of one of them is, therefore, the thing of all things, most to be desired. The first in the field, best established and generally strongest, fact on in the present instance is, very fortunately, not a partisan body, but one that is composed of both manufacturers and dealers, with a preponderance of the former. The state of facts should make it a comparatively easy and an altogether consistent matter for the exclusively manufacturing faction to waive any trifling differences, and if they really want uniformity to secure it by the right sort of cooperation to that end. Or what would be well for both parties and the trade at large, the parties now pursuing lines of self-defeating rivalry, might get together and agree upon concessions, operating to neutralize all existing differences, and thus put matters upon a basis of otherwise impossible uniformity. That is all there is to it, and if nothing is done in the direction of not absorption but agreement, opposition to such a policy will of necessity argue personal hostility to the uniform inspection idea on general principles.

The next issue of the Journal will contain a symposium reflecting facts and opinions relating to this general subject, the consensus of which should prove highly interesting and very valuable to all sincerely desirous of reaching a sound conclusion in the premises. The Journal disclaims any partiality in matter except for a solution that shall inevitably mean the greatest good to the largest number. No paper can plant itself short of that position and be true to the general cause; no paper can espouse individual or minority interests and be true to the majority; and the majority, unless mistakenly in the wrong, must say what may be done and how, possible—by agreement.

It is not competent for the two bodies to be merged into one, because the manufacturers' interests in too many other respects are properly and unavoidably exclusive; but there is no reason why the two may not agree upon a uniform code of inspection, if that is what both want. If either faction does not want uniform inspection, all that is necessary to defeat it is to refuse to help secure uniformity in the only way.

MACHINERY MEN MEET.

The Southern Supply and Machinery Dealers' Association held their second annual convention at New Orleans, La., April 8 and 9. There was no special legislation enacted, and the time was taken up in promoting the objects of the association, which, according to President Jenkins, was the establishing of more friendly business relations among its members and outlining the regular channels of trade. Entertainment was provided the visiting delegates by the New Orleans contingency, and the

convention adjourned after election of the leaving officers for the ensuing year.

President P. F. Blow, Knoxville, Tenn.; First vice president, Thomas Scott, New Orleans, La.

Second vice president, C. H. Briggs, Dallas, Tex.

Secretary-treasurer, C. B. Carter, Knoxville, Tenn.

The next annual meeting will be held at Old Point Comfort.

FORESTRY BUREAU TO WORK IN KANSAS.

Western Kansas north of the Arkansas River and west of a line drawn from Osborne through Russell to Larned, will receive the particular attention of the Bureau of Forestry this summer. A study of the free growth of that region will begin this month under the direction of R. S. Kellogg of Russell, Kan., an agent for the bureau, and will be continued until fall. In this part of the state the timber penetrates the prairies by way of the river bottoms, clinging closely to these moist lands and advancing only occasionally to the uplands.

The bureau will study the tendency of the trees and shrubs along the water courses to increase and spread, especially when protected from fire and stock, and will determine what species are best adapted to planting on those uplands that contain no natural growth.

DEATH OF A PIONEER

The news of the death of James Crate, president of the firm of Taylor & Crate, Buffalo, N. Y., wholesalers of hardwoods, which occurred on April 4, was received by the trade all over the country with great sorrow and regret. It was a sudden ending, due to heart trouble, of an active, honorable and successful life. Mr. Crate was born in Detroit, Mich., in 1836. In 1866 he entered into partnership with F. W. Taylor, whose death occurred in 1899, under the firm name of Taylor & Crate. Soon after Mr. Taylor's death the business was turned over to the corporation of Taylor & Crate, and Mr. Crate was elected president, which position he has held ever since, though of late years the active management of the business has been in the hands of Messrs. Horace E. Taylor as secretary and Horace C. Mills as treasurer. The firm has occupied a commanding position in the trade for many years, and has always been considered one of the heaviest handlers of hardwoods in the business.

At a called meeting of the Buffalo Lumber Exchange, the following resolutions upon the death of Mr. Crate were adopted, and which, we may add, are concurred in by the trade at large:

Buffalo, N. Y., April 6, 1903.

It is with great sorrow and regret that the members of the Buffalo Lumber Exchange have learned of the sudden death of James Crate, one of its oldest members. In this loss the members of this Exchange feel most deeply this dispensation. He was a true friend, one whom we have al-

ways valued for his wise counsels and good judgment, ready to recognize the right and deprecate the wrong.

Therefore, be it resolved that a copy of the expression of our sorrow, embodied in the above, be sent to his family, and that we extend to them our heartfelt sympathies in their bereavement.

JOHN S. NOYES,

O. T. YETAGER,

Committee.

A GOOD MAN GONE.

When a man dies, the difficulty experienced in filling his place is a good test of his usefulness in life.

Isaac Mondschoen, editor of the Furniture Worker, of Cincinnati, has died and his place will be hard to fill. It will be hard to fill his place as editor of the Furniture Worker, and as an organizer and promoter of the interests of the furniture trade; and impossible to fill his place in the hearts of his hundreds of friends.

What is that quality in a man's writings which causes his readers to hunt for them wherever there is a prospect of finding them, and to read them to the last line, whether they have a personal interest in the subject discussed or not, or whether they agree with the sentiments expressed? That is a question which has been much discussed, and many different answers given; and that is the kind of an editorial writer that Mr. Mondschoen was.

Among the dozens of exchanges which came to this office there was one, at least, sure of perusal, and that was the Furniture Worker. We did not care especially for the news of the furniture trade, or reports of convention proceedings. We would skip all that, but would hunt through the entire paper for anything Mondschoen had written.

It was not that his reasoning was so sound, because frequently we disagreed with him. It was not that his style was brilliant, for there were many more polished writers in the trade press, whose productions interested us not at all. The charm, we believe, lay in the fact that it was evident in every line that the hand that penned it was guided by a warm and kindly heart. He was lenient in his judgments, courageous as a lion in defense of what he conceived to be right, and so simple, straightforward and unaffected that his nature shone through everything he wrote. You could look through his writings as through a clear glass and see his soul; and it was a kindly, generous, charitable soul and good to see.

He was known to but few of our readers, and we publish this, not as a matter of interest, but as a tribute to a good man who is gone, and who leaves the world better for his having lived.

The Roynce City Lumber Company, Roynce City, Mich., whose big saw mill plant has been in the course of erection for the past six months, began sawing on the first of the month.

The Man About Town.

BY C. D. STRODE.

THE PHILOSOPHY OF SUCCESS.

No man's life may be said to have been a success until he is dead; nor may any man's life be said to have been a failure until he is dead.

So long as there is life there is the chance that evil may befall the man who has climbed the highest; and so long as there is life there is hope that he who is back in the rear ranks may win to the front.

There are certain honors which the Catholic Church will not confer upon a man, or rather upon the man's name, until he has been dead for fifty years. They not only wait until the man is dead before they pass judgment upon his works, but they let those works stand for a half a century after he is dead. Then if, in the dispassionate judgment of a new generation, those works are good, the honor is conferred.

I knew a man once who had been a successful man all his life until he was 68 years of age, at which time he was a man of large property and high standing, overbearing toward those less successful and merciless toward those who had failed; and at 68 he became involved in a speculation which swept everything from him in spite of all manner of dishonorable attempts to hide his property and deed it to relatives. At the age of 68 he, in spite of desperate attempts to save himself, which attempts even included perjury, was stripped clean and left a bankrupt in property, character and reputation, and died a failure.

I knew another man who had failed in business three times, each failure worse than the other, until, at the last failure, which occurred when he was nearly 50 years of age, he owed \$49,000 more than he could pay. At the age of 71 that man died worth ten millions of dollars, a national figure, noted for his warm, human sympathy and his magnificent charity—a success.

No man is hopelessly bankrupt until he is bankrupt in character. He may be bankrupt in property, and even in reputation, but so long as he is not bankrupt in character, he has a chance, and a most excellent chance, to redeem himself. But I don't care how much property a man may have, or how much reputation, if he is bankrupt in character he is on an insecure foundation, and is in luck if he dies before it crumbles and lets him down.

When a lump of iron ore is dug out of the ground it is of no value until it has been put through the fire and under the hammer. Then, if there was iron of good quality in the ore you get something worth while.

So it is with a man. When a young man enters upon his career he is like a

lump of ore that has been dug out of the earth. There is a lot of dross in him, a lot of false ideas, vanity and conceit, which must be burnt out and hammered out before he is of much value. Then he must be annealed or tempered, and if he has the grit to stand the ordeal he comes out bright enough, and sharp enough, and strong enough to clear a way for himself in the world.

The trouble with a good many men is that they have not the fiber to withstand the ordeal. The fire that burns their conceit destroys their self-confidence; and when their false ideas are gone there is nothing remaining but resentment and hopelessness.

When the fire scorches a man or the hammer hits him he should realize that it is good for him, that it is the making of him, and he should not whine nor slink away, but just grit his teeth and hang on.

Success comes to a good many men too early in life. Fortunate is he who gets his scoring or hammering early in life. The man who slips into a front rank or into a responsible position without having been properly tempered is like a piece of imperfect iron used in construction. So long as everything moves smoothly and favorably he may answer the purpose and meet the requirements; but when the time of stress comes, as it will, sooner or later, he will be found wanting.

You know of such men and you have seen them tried and seen them fail. History is full of their lack of achievements.

When the civil war came on they were filling all the chief places in the army—untempered men whom good fortune had placed in high places, full of vanity, jealous of one another and touchy as to precedence. And we know they failed ingloriously; one after another, until all had failed and the country did not know which way to turn. Then a little, grim, silent, determined man, in a shabby army coat, came to the front; a man who had failed as a tanner, a merchant and a farmer; who had been hammered and scorched until all the foolishness had been driven out of him, and he was as hard and as keen as a piece of tempered steel; who didn't care who went in to dinner first, or held the place of honor, so long as they let him do the fighting. When Lincoln turned this man loose against the Confederacy it was the beginning of the end.

The Battle of the Wilderness was, in a great measure, won on the tan yard in Illinois, when Grant, with a West Point education and the soul of a Caesar, couldn't make the tan yard pay. That sort of discipline is good for a man, but often the man doesn't appreciate it and often he hasn't the metal to stand it.

When circumstances knock a man down

he will, if he has the right metal, get angry and fight back. The oftener he is knocked down the more determined he becomes, but after a while he also becomes cool and wary. Then he is a fighter indeed, and you want to look out for him. Any man who has been hammered around until he is 35 or 40 years old, who has been knocked down and dragged out by adverse circumstances without losing his grit or determination, is a dangerous man. That is, dangerous to anything or anybody that gets in his way.

* * *

No man is whipped until he thinks he is; and when he thinks he is, he is.

The trouble with a good many men is, as before stated, that they let the hammer which should drive only the conceit out of them crush their self-confidence as well. Because they are knocked down a time or two they conclude they are not much on the fight anyhow, and take a subordinate position under someone who will protect them.

Courage is the most essential thing to a man's success, for courage is the father of industry and thrift. A man without courage is a cake without yeast; there is no rise in him. He is a "quitter," and a "quitter" never gets anywhere.

* * *

Most of the failures in the world are due to cowardice. The lazy man, the spendthrift and the drunkard are all moral cowards.

There is a certain large corporation in Chicago which employs a number of solicitors on the very small salary, in Chicago, of \$50 a month. A competing corporation, a newcomer in the field, offered the men \$75 a month, but the manager of the old corporation lined them up and addressed them as follows:

"You fellows know that ten years ago a competing corporation hired two of our men away by offering them more money. Afterward it closed its Chicago office and the men were out of a job. They came back to us and begged for a job and we wouldn't take them back; never did take them back.

"Now, you may quit, of course, and take this new offer, but I want to say to you that you'll never get back. Never. Stay with us and you are certain of a life job so long as you do good work. But if you quit now you can never come back."

And I'm blest if the rabbits didn't all stick to the jobs. And they were comparatively young men, too. They were afraid. Why? A man can make \$50 a month digging sewer ditch in Chicago.

A good many men are like that. They start out into the world and get a few raps which take all the courage and fight out of them. They want then to get onto

some safe place where there will be no one to molest or make them afraid. You see them all about you men some of them quite young, who have it written all over them that they have been worsted in life's battle, that they have been whipped and that what little spirit they had has been broken. And they have slipped into clerk shops, or something of that kind, where they will have an assured income, how ever small, and be safe from the buffetings of the rude world. They are without hope, it would seem, and they live meagerly in the hall bedroom of a third rate boarding house, if they are single, or half starve some misguided woman and unfortunate children, if they are married.

Of course it is very convenient to have a lot of such people in the world, but you don't want to be one of them, nor do I want to be one of them.

* * *

We have wandered a little from the main line of our contention, which was for the value, if not the absolute necessity, of discipline, of the tempering process, in producing a successful man, but we will come back to it.

* * *

I knew two boys who went through the public schools at the same time. One was a very bright and handsome lad, who stood at the head of his classes and was, in fact, the show pupil of the whole town. The other was a big, awkward fellow, slow of speech and the butt of much ridicule. He didn't shine in the schoolroom or on the playground, or anywhere. The teachers frowned upon him, the girls openly jeered at and ridiculed him, and the boys, well, the boys liked him pretty well, but they couldn't help being ashamed of him.

They graduated from high school the same year, the bright boy with all the honors and the dull boy barely pulling through, and being allowed to do so more because the teachers wanted to get rid of him than for any other reason. Neither of them went further with their schooling than the high school, and when they came out of that school they were equipped as well as they would ever be to begin their life career.

Now most people would consider that the boy who had won all the honors and had been the pet and pride of the school and of his fond relatives, was the better equipped of the two, but you and I know better.

The dull boy came out of school without any conceit or vanity in him. It had all been hammered out. But he, being of the right metal, resented the treatment he had received and down in his heart was a strong and bitter determination to show the people that he wasn't as big a fool as they thought him. So you see that boy was in a frame of mind to clear a way in front of him. He had been taking his bitter

medicine for a good many years and it had done him good.

The bright boy had come out of school so full of vanity and conceit as to be totally unfit for anything. It is funny how many different kinds of a donkey a foolish, conceited boy can make of himself, but he played the whole string. He couldn't settle down to anything seriously, because there was nothing quite worthy of him open in the rather undersized place. There were two banks, but both had very competent presidents, who in each case owned a majority of the stock, so that there was no show there. He didn't think much of the banking business anyhow, because it was such a sordid, cent-per-cent kind of a business.

The district in which he lived was also well equipped with a congressman and state legislators, able men who didn't show any disposition to loosen their grip, and although he seriously considered the matter of breaking into politics, and by the power of his broad and liberal culture and his matchless eloquence sweeping everything before him, the opportunity did not seem to present itself somehow.

He had an idea that he would be a great success as an actor. In fact, he knew he would if he could get the right start. He leaned toward tragedy, Hamlet he thought would be about the proper thing. But he didn't know just exactly how to go at it.

By means of hanging around the hotel and opera house, and buying some cigars with money his mother gave him, he managed to scrape acquaintance with some of the one-night stand artists who visited the town. But they failed to take the interest in him which they would have had they known what a devilish smart fellow he was.

On one occasion, during the time when the county fair was held and the Silver Bell Dramatic Company was in town for a week, he became quite well acquainted with the jovial manager, who was also the low comedian of the company and played the tuba horn in the band.

So thoroughly did he win the manager's confidence, that on the second day he was placed in charge of the boys who distributed the handbills about the town. He didn't distribute the bills himself, you understand, but merely oversaw and had charge of the boys, and went about the town with them to see that they did their work thoroughly and well.

In consideration of this and other services the bright boy (grown to be 23 by this time; how time does fly!) was given a pass, allowing him to enter the theater at all times, and even admitting him behind the scenes.

But the jovial manager couldn't see his way to give him anything to do just at present. He would be around next year, no doubt, and might have something open. In the meantime he urged the boy to

learn some good steps in "back and wing" dancing, and fit himself to "double in brass," that is, to play a horn in the brass band. As for Hamlet, here the jovial manager grinned, well, there wasn't much demand for Hamlet.

After the troupe had gone the boy got up a dramatic entertainment of home talent. They played "The Idiot of the Mountain," and allowed him to be the idiot. A fairly good crowd came the first night, and although a good many left before the show was over, the results were fairly satisfactory.

They made the mistake, however, of giving the entertainment a second night. To this venture less than 20 paid admissions responded. Then they made the further mistake of taking the show to a neighboring town, where a small but good humored crowd gayed them unmercifully.

And that ended his venture into dramatics. His mother wanted him to enter the ministry, but he said that he would be cramped in that vocation, as he would not have full play for his powers.

And I'm blest if ten years didn't drift by in this way, while this bright boy was moving around with his head in the clouds. He wasn't lazy nor incompetent. He was just full of wrong ideas. He needed some hammering and, fortunately for him, he got it.

He had drifted into politics more than anything else. He was really a ready and convincing speaker, quickwitted and entertaining and had been of considerable service to his party in a small way. So one spring he was nominated for alderman in his ward, an honorable but relatively unimportant and entirely unprofitable position.

And when the opposition held its convention later it placed in nomination for alderman the dull Jack who had finished school at the foot of his class.

For in those ten years dull Jack had been coming forward in a most surprising way. His father had been for years the stonemason of the town, laying foundations, lettering and selling tombstones, etc., and while he had made no noise about it he had prospered in a small but substantial way.

When dull Jack quit school he had gone into his father's shop and learned his trade. He wasted no time on social functions, because he wasn't invited, and he had so just an appreciation of his own powers that he was not above starting at the very bottom of the ladder. His father had learned his trade in England and he taught dull Jack thoroughly and well, and in a few years he was a master mason.

Then, almost before people knew what had happened, the firm of dull Jack and his father were contractors in stone work on quite a large scale, being successful bidders on work all over their section of the state. And although the old shop was only used as a storehouse for tools and

hoisting apparatus and the like, it had to be enlarged. And the townspeople became accustomed to having strange men come and go, men in white, dust-covered overalls and caps, and with that indefinable something which marks the face of all men who have been to and fro upon the earth—journeymen stonemasons—of whom the townspeople stood somewhat in awe.

And these easy, self-possessed men, who did not appear in the least awe of the biggest dignitaries of the town, treated dull Jack with much respect and took sharp, short orders from him as though he amounted to something. In the eyes of these men, who had seen much of the world, it was evident that dull Jack was the principal man in the town.

Then the town began to revise its opinion. Dull Jack and his father were said to be making money; lots of money—more money than anybody in town. You see there is a lot of money in that stonemason business if you know how to handle it. And just before his nomination for alderman dull Jack had secured the contract for the stone work on a new courthouse in a neighboring county against bidders from Chicago and St. Louis. This was considered a great local triumph, and dull Jack's stock was in the ascendant.

And when the campaign opened our bright boy was surprised to see how dull Jack had developed. He had a way with men that was past understanding. He had a way of dropping one mighty hand on a voter's shoulder, gathering his right hand in the other, and telling him what he wanted him to do, just the same as if he owned him. And the funny part of it was that the man would nod his head and agree to do it, and, as results showed, did actually go and do just what dull Jack told him to do.

But the worst thing was what the opposition newspaper said. Dull Jack had a big majority to overcome, but as there were some important local issues at stake, and as he seemed to have a good chance, it was decided to make a determined effort to elect him. And anyone familiar with American politics knows what that means. So the opposition newspaper was told to handle our bright boy without gloves, and it did it after this fashion.

A few sneering and slurring items had been published along, but the broadside was not fired until two days before election.

Why should the people elect this man alderman? the paper said. What had he ever done for the city? Or, for that matter, what had he ever done for himself? He had been out of school for ten years, he was nearly thirty years old, and wasn't it a fact that he had absolutely no visible means of support? Hadn't he lived for the past ten years largely off the earnings of his mother, the widow of our lamented though departed fellow citizen,

Alonzo J. Brown? And wasn't it a fact that this estimable lady supported herself largely by her needle, making pants and vests for our worthy and enterprising merchant tailor, J. O. Stoner, whose advertisement appears in another page of this issue, and than whom we have no better citizen? We do not say but that the young man comes of a good family and is possessed of talents of a certain kind, but that is all the more reason why he should be ashamed of his present mode of existence. The Blank ward didn't want to be represented in the city council by a young man who was living off his mother, when it had the opportunity to support, etc.

It was horribly brutal and not half true. But there was truth in it—truth enough to make it scorch like fire.

Of course he was defeated—overwhelmingly defeated. In fact, he got scarcely any votes at all. It was the worst defeat in the history of the town.

For two or three days he was seen on the streets occasionally, and he acted like a man who was dazed. He didn't speak to anybody or look at anybody if he could help it. He was pretty nearly jarred off his base. He had been so full of conceit and vanity, and so fond of public approbation that his rude awakening as to how he really appeared nearly finished him.

Then he disappeared. In a little while his mother gave it out that he had secured a position in an educational institution in a large neighboring city. I was in that city shortly after and accidentally met him on the street and learned what his position was.

You see he was rather small and had a clean-shaven, youthful-looking face, and he appeared much younger than he was. In fact, a stranger would, in spite of his 28 years, take him for a boy. And he had answered an advertisement and secured a position as personal attendant to a blind professor in a state institution. When I met him he was leading the professor along the street. If the professor had had a trained dog it would have done as well.

Our bright boy had quit chasing balloons and was down to actualities at last. Leading a blind professor at \$5 a week! Goodness me!

He wouldn't talk to me much, and I learned part of the foregoing later. But I could see by his eye that he was as mad as a wet hen, and from the set of his jaw that he intended to start up hill, and I knew he would get along.

And he has. It took a year or two for him to get a start, but he has been making the fur fly since. You really wouldn't believe if I should tell you. For you see, he had brains, which, while not absolutely essential to success, are, when favorably connected, of great advantage.

As to which of our boys has outstripped the other, it is impossible to say. They

are in different lines, both doing wonderfully well, and each, I believe, keeping a pretty close eye on the other. And one of them, I know, would be pleased if it could be arranged so they could lock horns again, to give him an opportunity to wipe out the disgrace of his defeat in that little election for alderman. He went under that time—but he'd like to try it over.

* * *

Of course, this little story doesn't prove anything for or against our bright boy or our dull boy, for our bright boy was not so very bright, nor our dull boy so very dull. They were just good, average boys, built on different lines, and I have told their story to show that neither of them amounted to anything until he had the nonsense hammered out of him.

And that is what I am trying to prove—that hammering improves a man if he has the right stuff in him, and that the success of the unhammered man is not apt to be permanent.

* * *

And here we have been talking of "success" over two or more pages without having it understood between us what we mean by "success."

My interpretation of success is the going ahead and conquering and doing good, and building up in the line of business or endeavor you are engaged in, whether it be politics, business, religion or whatsoever.

But I still have quite a line of talk to give you on this philosophy of success, as elucidated by a man who is not a success, as yet, but who is still in the ring.

And I'll have to finish it next issue.

MR. GLADDING HONORED.

Mr. N. A. Gladding, vice-president and secretary E. C. Atkins & Co., saws and saw tool manufacturers, Indianapolis, Ind., has been appointed as one of the commissioners from Indiana to the Louisiana Purchase Exposition and World's Fair, to be held in St. Louis in 1904.

CHANGE OF OFFICER.

Owing to the death of Mr. H. C. Huston, president of the H. C. Huston Lumber Company of Pittsburg, Pa., a reorganization has been effected. Mr. J. L. Kendall, the former secretary and treasurer, was elevated to the presidency; H. H. Maust continued as vice-president and John C. Kendall made secretary and treasurer. J. H. Henderson, formerly with the American Lumber & Manufacturing Company, has taken a position with the Huston Company in the capacity of general sales manager.

NOTICE OF REMOVAL.

We beg to announce to our friends and patrons that after April 1, 1903, we will be located in our new quarters, fifteenth floor, Farmers' Bank building, Fifth avenue and Wood street, Pittsburg, Pa.

CLINT, IRVING & STONER



HAVE YOU "JINED"?

The great object of the House of Hoo-Hoo is to show the lumbermen of the House of Hoo-Hoo the great progress has been made in the construction of the building...

At just this time a large number of new members are being entered upon the books, and the limit set by the charter is gradually being approached.

Progress is also being made in the preparations to begin the construction of the building at an early date.

Despite the fact that much has been said in these columns concerning the House of Hoo-Hoo, it is surprising how many people do not know much about it.

to den... to be erected... The grounds... to be erected... The grounds... to be erected... The grounds...

MORE WEDDING BELLS.

We acknowledge receipt of an invitation to attend, on April 29, the wedding of Miss Edith May Bennett, daughter of Mr. and Mrs. E. T. Bennett, to William Norman Wright, all of Memphis, Tenn.

A good many of the readers of this paper have had the good fortune to partake of the hospitality of Mr. and Mrs. Bennett, in their handsome home in Memphis, and have had the pleasure of meeting Miss Edith, and will heartily agree with us that she is as handsome, charming and intelligent a young lady as any in that southern city, noted for its bright and charming women.

Mr. Wright has been connected with the hardwood lumber business for a number of years and is well and favorably known in the business and social circles of Memphis.

The Record wishes the happy couple all possible happiness and prosperity.

ATKINS SAWS ARE WINNERS.

E. C. Atkins & Co., saw and tool manufacturers, Indianapolis, Ind., have received cable advice from New Zealand that the championship in the sawing contest held on Easter Monday was won by the party using the Atkins saw.

Full details will be given later.

N. W. L. D. A.

The different committees of the National Wholesale Lumber Dealers' Association have just been appointed by President Pendennis White. The list furnished us by Secretary E. F. Perry includes all of the committees with the exception of the Committee on Terms of Sale, which will be announced later, and is as follows:

- COMMITTEE ON CONVENTIONS: Pendennis White, Chairman, North Tonawanda, N. Y.; Lewis C. Slade, Secretary, Saginaw, Mich.; C. H. Bond, Buffalo, N. Y.; John N. Scarborough, Buffalo, N. Y.; E. A. Cheyne, Pittsburg, Pa.

- COMMITTEE ON EDUCATION: Lauris P. Rider, Chairman, New York City; C. S. Jassolt, North Tonawanda, N. Y.; Geo. H. Gwynne, Boston, Mass.; R. H. Jenks, Cleveland, O.; R. J. Camp, Franklin, Va.; E. E. Barker, Saginaw, Mich.

- COMMITTEE ON THE INSURANCE DEPARTMENT: Chas. White, Chairman, North Tonawanda, N. Y.; Hugh McLean, Buffalo, N. Y.; John J. McKelvey, New York City.

- COMMITTEE ON MARINE INSURANCE: Guy Gray, Chairman, Cleveland, O.; Edw. G. Hines, Chicago, Ill.; Geo. H. Boyd, Saginaw, Mich.; John C. Roper, Norfolk, Va.; S. P. Ryland, Baltimore, Md.

- COMMITTEE ON METALLURGY: Alfred James, Chairman, Buffalo, N. Y.; Nelson Salisbury, Albany, N. Y.; H. T. Wragin, Boston, Mass.; Walter T. Hart, New York City; C. H. Carleton, Cleveland, O.; W. G. VanAlken, Saginaw, Mich.; W. A. Goodman, Cincinnati, O.

- COMMITTEE ON LEGISLATION: Chas. M. Betts, Chairman, Philadelphia, Pa.; Robert W. Highley, New York City; Geo. W. Stone, Boston, Mass.; F. W. Upham, Chicago, Ill.; H. W. Blanchard, Boston, Mass.

- COMMITTEE ON RAILROADS AND TRANSPORTATION: John W. Hussey, Chairman, New York City; R. T. Cooper, Memphis, Tenn.; 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.; Nelson H. Watcott, Providence, R. I.

- COMMITTEE ON ADVICE AND FINANCE: E. M. Wiley, Chairman, New York City; Henry Cape, New York City; E. H. Gandy, Philadelphia, Pa.

- COMMITTEE ON TRADE RELATIONS: J. M. Hastings, Chairman, Pittsburg, Pa.; John Robinson, North Tonawanda, N. Y.; R. B. Wheeler, Philadelphia, Pa.; C. H. Prescott, Jr., Cleveland, O.; Geo. H. Holt, Chicago, Ill.

- COMMITTEE ON FORESTRY: Geo. P. Sawyer, Chairman, Buffalo, N. Y.; Robert C. Lippincott, Philadelphia, Pa.; Frank E. Whitman, Boston, Mass.; John H. Kirby, Houston, Tex.; F. H. Goodyear, Buffalo, N. Y.

- SPECIAL COMMITTEE APPOINTED AS PER RESOLUTIONS ADOPTED AT WASHINGTON: Lewis Dill, Chairman, Baltimore, Md.; George L. Freeman, Toledo, O.; H. W. Blanchard, Boston, Mass.; J. M. Hastings, Pittsburg, Pa.; Pendennis White, North Tonawanda, N. Y.

BRITISH AGENCY.

Mr. G. Y. Tickle, of Tickle, Bell & Co., mahogany and lumber agents, Liverpool, England, expects to be in the United States and Canada during May and June.

Firms desiring active British representatives may arrange interview by writing Mr. Tickle, care Hardwood Record.

From Near and Far.

LOCAL GOSSIP.

John D. Spalding, with the Fred W. Upham Lumber Company, has returned from a business trip in the Northwest.

* * *

A disastrous fire visited the Twenty-second street lumber district this week and between 200,000 and 300,000 feet of maple flooring and other kinds of lumber, together with dry kilns and other buildings, belonging to the South Side Lumber Company, were destroyed. The loss is estimated at \$120,000. The property consumed was located on Ashland avenue, south of Twenty-second street. Just across the street was the John Spry Lumber Company's plant, which was threatened, but the spread of flames in that direction was prevented. The cause of the fire was unknown, but is supposed to have been started by sparks from passing engines.

* * *

C. L. Cross, general sales agent for the Southern Cypress Lumber Selling Company, reports the demand for cypress excellent in this section of the country, and a moderate sufficiency in supply. In view of the present character of the market and the outlook in the building line, he is disposed to look upon the coming season's trade with great confidence.

* * *

Mr. Frank Vetter of Buffalo spent a couple of days in Chicago this week, on his way to the mills of the Empire Lumber Company at Empire, Ark.

* * *

Mr. Charles J. Starke, of the Henry Starke Land & Lumber Company, Arcadia, Mich., paid Chicago a brief business visit this week.

* * *

Mr. Earl Palmer, of Ferguson & Palmer, Paducah, Ky., was in Chicago over Sunday of this week, visiting his two sons, who are attending the preparatory school of the Chicago University.

CINCINNATI GOSSIP.

Fred Schaefer, formerly of Watts & Schaefer, of Memphis, Tenn., but now connected with the J. M. Card Lumber Company of Chattanooga, Tenn., recently put in a few days with the local lumbermen.

* * *

George M. Morgan, who is with the Cincinnati branch of Nicola, Stone & Myers Company, is a happy man these days. The cause of all this happiness is the arrival of a bouncing baby at his home. Mother and baby are doing well.

* * *

There is a great deal of satisfaction in local yellow pine circles over the indefinite postponement of the recently proposed advance in railroad rates of 2 cents per hundred pounds on yellow pine lumber from the South. At a railroad conference held

in this city a short time ago it was decided to let the advanced rates go into effect on April 15, but it seems that they have reconsidered their determination, much to the gratification of all concerned.

* * *

On Monday night, April 13, the Cincinnati Lumberman's Club held its monthly meeting and banquet at the Stag Cafe. The attendance was above the average in size, and everybody present had a good time. J. I. Edgerly of Newark, O., representative of the Union Association of Lumber Dealers, was present and endeavored to secure the support of the club in their fight against the present existing demurrage rules of the railroad companies. The matter was referred to the river and rail committee of the club and no definite action was taken. The transfer of the Foster Lumber Mercantile Agency was also discussed, but no action was taken, as most of the members had already adjusted their claims. Several other matters of interest to club members were discussed. Among those present were:

B. A. Kipp,	A. E. Hart,
C. F. Korn,	Wm. A. McLean,
W. A. Bennett,	E. K. Pickett,
Wm. S. Sterrett,	C. C. Emswiler,
Geo. C. Ramsey,	W. H. Vanderbilt,
C. P. Morse,	E. J. Thoman,
Geo. A. Shaw,	J. E. Tutthill,
J. B. Cochran,	L. H. Gage,
J. I. Edgerly,	A. B. Peters,
W. T. Hanna,	C. C. Southgate,
A. D. McLeod,	C. L. Barr,
Jas. C. Cherry,	T. B. Stone,
Wm. J. Eckman,	E. O. Robinson,
E. P. Ransom,	Geo. R. Stuntz,
T. J. Moffett,	A. V. Fuhrmann,
B. Bramlage,	Jas. R. Davidson,
Geo. W. Doran,	H. B. Wiborg,
J. B. King,	J. Watt Graham,
E. L. Edwards,	

GOTHAM GLEANINGS.

A monster log of African mahogany, which is said to be probably the largest and finest-grained piece of stepeli wood that ever came out of the country, is now on exhibition at the mill of William E. Uptegrove & Bro. at the foot of East Eighth street. The log, which was 31 feet long, originally came in not long since on a White Star line steamer consigned to the firm in question. For the convenience of handling it in the veneer cutting machine the log has been divided into three 10-foot lengths, and these again have been divided into quarters ready for the slicing process. The cross section of the log shows a grain exceedingly fine in texture, making a wavy pattern resembling the rippling waters of a wind-blown lake.

* * *

William Cornelius of William Cornelius & Co., No. 18 Broadway, dealer in hardwoods, who has made quite a large circle of friends since his arrival here from

Chicago Hardwood Lumber Dealers



Why not place your Fire Insurance with one who makes a speciality of insuring lumber yards, and who has done much towards securing recent reductions in rate?



H. M. GARDINER,

INSURANCE
IN ALL ITS BRANCHES.

504 National Life Building,

159 La Salle St.,

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Walnut Lumber
and Squares.**

INSPECTION MADE AT POINT OF SHIPMENT.
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A. E. FRENCH,
WELLINGTON, OHIO.

**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 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.

Somerville, Tenn., has been compelled to submit to a slight surgical operation. Good results are assumed.

C. D. Hudson of the New York offices of the Shepard & Mors Lumber Company, Boston, left last week for a business trip through the Virginia and North Carolina mills.

Included among the recent visitors to the metropolis were: F. B. Whiting of the Whiting Lumber Company, Elizabethton, Tenn.; Andrew J. Brady of Brady Bros., Buffalo, N. Y.; H. M. Bickford of the H. M. Bickford Company, Boston, on his way back from a trip to the southern mills; M. S. Tremaine, Buffalo, N. Y.; J. Q. Barker of the Kanawha Hardwood Lumber Company, Charleston, W. Va.; H. H. Gardner of Potter & Gardner, Providence, R. I.; A. P. Irish of the Fuller & Rice Lumbering Manufacturing Company, Grand Rapids, Mich.; J. B. Blades of the Blades Manufacturing Company, Elizabeth City, Tenn., who has just started on a trip around the world, going by way of San Francisco; O. O. Agler of the F. W. Upham Lumber Company, Chicago, and J. M. Morley of Mershon & Morley, Saginaw, Mich.

E. S. Foster, the new metropolitan representative for the Whiting Lumber Company, of Elizabethton, Tenn., has returned to the city after a visit to the mills, and has started an active campaign in hardwoods. At present he is making his headquarters at No. 18 Broadway.

The firm of Crame & McMahon, of South street, who manufacture wagon stock, have begun the erection of a fine hardwood factory at Jacksonville, Fla.

New and improved machinery has recently been ordered by W. E. Uptegrove & Bro., hardwood manufacturers, for their plant at Johnson City, Tenn.

The retail lumber yard of F. B. Whitney & Co., formerly on West Fifteenth street, is now located at Nos. 605-617 West Fifty-fourth street.

The J. C. Turner Cypress Lumber Company has been incorporated at Albany with a capital stock of \$500,000. It was formerly a New Jersey corporation with \$50,000. The increase was made necessary by additions to the Irvington storage yards and timber purchases in the South.

At the regular monthly meeting of the New York Lumber Trade Association there were admitted to membership the retail establishments of J. H. Fink & Co., Weehawken, N. J.; John F. Cronin, One Hundred and Twentieth street and Park avenue, Manhattan, and E. W. McClave & Son, No. 18, Broadway, Wholesale; Wickery, Groig & Wood, No. 8, Stone

street, and Frank J. Saxe, No. 52 Broadway.

Gouverneur E. Smith, hardwood dealer, who has been located at No. 18 Broadway for about five years, will move on May 1 to larger quarters in the recently completed skyscraper known as the Whitehall building, at Battery place, not far from his present quarters.

The National Hardwood Lumber Association has appointed P. J. Bresnahan its regularly authorized inspector for the metropolitan district.

MEMPHIS MATTER

L. C. DeVan & Co. have opened a hardwood lumber and box office here, with quarters in the Porter building. The company owns a large mill at Iuka, Miss., and have accumulated some hardwood stock. They will also get out a line of box and crate material, ceiling and siding.

Mr. Palmer of the L. H. Gage Lumber Company, Providence, R. I., is again in Memphis on his periodical southern trip for this New England firm, which has some rather extensive interests in Tennessee and Arkansas.

J. N. Scatcherd of Scatcherd & Son, Buffalo, N. Y., was here at the Memphis mills of the firm a few days lately, being the guest of their local manager, Isaac Wright.

O. H. Gardner, a hardwood mill man at Mercer, Tenn., and with interests at Jackson, Tenn., has been making some timber purchases in the vicinity of those towns and is increasing his establishment.

Jno. Hicks, of St. John, Mich., bank president and millionaire lumberman, died on the 2d instant aboard a train out from Chattanooga while he was en route home from Florida. Mr. Hicks was president of the Hicks Lumber Company at Jackson, Miss., and was otherwise prominently interested in the southern lumber field.

W. H. Russe of Russe & Burgess is expected home in a few weeks now after a tour of several months on Continental Europe and the British Isles. He has visited Germany, England, Scotland, Russia, Belgium, and in last advice to his partner was touring North Africa with the Paris agent of the firm.

W. J. Griffith of the Griffith Lumber Company, Oliver Springs, Tenn., is preparing to equip a lumber railroad for his three mills and 12,000-acre hardwood and pine stumpage tract in this State.

One of the worst sufferers from the recent overflow within the confines of that great big hardwood center, Memphis, Tenn., was the J. W. Dickson Lumber

Company. Quantities of lumber that was overflowed will have to be sold at a sacrifice and all the foundations will have to be renewed. The Record was favored with photographs showing the situation in different parts of the mill yard during the high water.

* * *

By the way—the J. W. Dickson Lumber Company will be succeeded by the J. W. Dickson Company, who will continue the manufacturing end of the business, selling their entire cut to the J. O. Nesson Lumber Company, whose recent organization was mentioned in these columns recently.

* * *

J. W. Thompson, president of the J. W. Thompson Lumber Company, is in Arkansas, and will conclude his stay in the hardwood state with a short western spin.

NASHVILLE NEWS.

The Clifty Creek Lumber Company of Davidson County have been granted a charter, with a capital stock of \$27,000. The incorporators are Elihu Doddington, G. E. Richards, William M. Jones, Walter L. Whiteacre, Edward J. Flantt, William H. and David H. Thomas.

* * *

W. J. Cude, of Kimmins, Tenn., has just purchased from the Louisville & Nashville Railroad Company a tract of 3,000 acres of timber in Lewis County, and will begin to put the same on the market.

* * *

The Benedict-Love Lumber Company at Calhoun, S. C., but which has part of its constituents members in Nashville lumbermen, lost about 20,000 logs in the recent overflow of the Seneca River.

* * *

The Legislature of Tennessee has enacted two new laws regarding lumber interests. One provides and regulates for the recovery of damages suffered by riparian owners or lessees by reason of rafts and such things being tied or otherwise fastened to trees or rocks on his or her property. The other amends the law and gives longer time—sixty days—for the owner to recover floating timber, logs, etc.

* * *

The lumbermen in Nashville have been receiving good supplies of logs lately, and while not much dry stock is cut up and ready for shipment, orders are being received right along now. Oak, chestnut and poplar are sharing the business.

* * *

Henry Oppenheimer, president of the International Commercial Company, New York, has lately been making observations in different counties of middle Tennessee with reference to timber interests. He was in Nashville for several days. Pittsburg capitalists are interested in the syndicate, and, after certain details relative to getting the timber on the market can be arranged, several mills will be erected in that vicin-

ity and some \$150,000 to \$200,000 expended in developing the timber and mineral resources.

BUFFALO BITS.

H. J. Kreinheder, of the Standard Lumber Company, has returned from Hot Springs, Ark., where he has been sojourning some time. He is much improved in health.

* * *

W. A. McLean, of the Wood Mosaic Flooring Company of New Albany, Ind., and Rochester, N. Y., paid a flying visit to his brothers here—Hugh McLean & Co.—last week, on his way from the Indiana mills to Rochester.

* * *

T. J. McGevy, agent of the Laekawanna Line, with headquarters at Memphis, Tenn., is in Buffalo for a few days hustling for business and seeing his numerous friends and acquaintances.

* * *

The death of James Crate, of the firm of Taylor & Crate, which occurred on the 4th inst., has occasioned expressions of regret from all over the country. He had many friends both in and out of the trade here, all of whom pay homage to his career, both as a business man and public-spirited citizen. He leaves a wife and three daughters to mourn his loss.

* * *

F. W. Vetter, manager of the Empire Lumber Company, has left for a visit to their mill plant in Arkansas, and expects to be gone for a month. The recent floods in the South did not prove to be serious with them—they were practically in operation every day, although running at some disadvantage a portion of the time.

ST. LOUIS SAYINGS.

G. B. Fulton, of the Chas. F. Luehrmann Hardwood Lumber Company, is to be married on the evening of April 29 to Miss Fannie Wilcox of this city. The ceremony is to be performed at the residence of the sister of the bride, Mrs. T. W. Fry, after which Mr. and Mrs. Fulton will make an extended trip.

* * *

Theo. Plummer, of the Plummer-Benedict Lumber Company, reports an active demand for poplar and cypress, the two woods of which he handles more than any others, and he has been able to secure the delivery of several large river lots during the past few weeks.

* * *

W. A. Bonsack, of the Bonsack Lumber Company, states that his business has never been in better shape than at present, and that he is able to keep both his buyers and his salesmen busy and to accomplish results at both ends of the line. He thinks the outlook is excellent.

* * *

St. Louis is preparing to turn itself inside out next week because of the World's Fair dedication ceremonies, and it is prob-

Timber Lands

We offer the following bargains in southern timber lands and sawmills.

COAL AND TIMBER BARGAIN.

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 40,000,000 feet, underlaid by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four-thousand-acre tract; located in Hatchie River bottom, a floating and navigable stream seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country. Price is \$3 per acre; good title. File 72.

1,500 ACRES—ATTALA COUNTY, MISS. Railroad runs through land; price, \$7 per acre; same cleared, with good houses, fine water and rich land. Timber estimate is as follows:

2,000,000 feet gum.
1,500,000 feet white and red oak.
300,000 feet poplar.
300,000 feet pine.
700,000 feet hickory.
1,500,000 feet cypress, ash, elm, maple, holly, etc.

Refer to File 32.

840 ACRES—LE FLORE COUNTY, MISS. One and a half to two miles from railroad; price, \$3 per acre for land and timber; quit-claim deed, but good, won in courts. Timber estimate is as follows:
700,000 feet white and red oak.
200,000 feet ash.
1,000,000 feet gum.
20,000 feet cypress, elm, ash, holly, etc. File 32.

A BARGAIN IN HARDWOODS.

Five thousand acres hardwood on Cumberland Mountain, within three miles of railroad; estimated to cut 10,000,000 white oak, 5,000,000 poplar, 5,000,000 chestnut and 5,250,000 hickory and other timber, including walnut; a portion underlaid with coal; price, \$3 per acre. File 21.

YELLOW PINE AND CYPRESS.

Two hundred and thirty thousand acres in Florida of long-leaf yellow pine timber, solid body, virgin state, never having been turpentine or milled; estimated to cut 360,000,000 feet of pine and 50,000,000 feet of cypress; water transportation to the coast and a railroad is surveyed through it; the tract is well watered and would make good grazing land; price, \$2.25 per acre. File 21.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

We are also able to point out available locations for woodworking and furniture factories where local capital will take stock with competent and responsible managers.

SOUTHERN LAND CO.,
134 MONROE STREET, CHICAGO.

J. F. OLSEN, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

Dealers in Southern Timber, Mineral and Farming Lands.

ADLER LUMBER COMPANY

MANUFACTURERS
HARDWOOD
FLOORING
Superior Quality.

LYONS, KENTUCKY.

ARE IN
THE MARKET
FOR DRY QUARTER
SAWED WHITE OAK
STRIPS.
STATE QUANTITY
AND PRICE, F. O. B.
CARS SHIPPING
POINT.

W. N. H. H. S. PAPER.

Opportunities

FOR ALL

DON'T NEGLECT THEM

On the first and third Tuesdays of each month the



Opportunities for all the way and a round-trip ticket at a very low rate to the land of plenty and the big red maples to the land of riches with its wealth of Zinc, Lead and Fruit

OKLAHOMA

The Garden State of the West. A most fertile in all resources of health and wealth

INDIAN TERRITORY

With its vast open watered country using prime for the oil, gas, and land rich in interest. Immigration is rapidly increasing along the FRISCO because of the benefits and advantages offered by the road, perfect climate, cheapness of lands for homes, etc.

For full information, literature, rates, etc., call or write:

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512 Marquette Bldg., Chicago

A. HILTON, General Passenger Agent,
St. Louis, Mo.

... that we will have a greater number of prominent and other... before been experienced. We... something as to how... to... old a fact.

The Walter A. Zehnacker Supply Company of St. Louis have recently purchased a block of ground on the Southern Railway in East St. Louis (Ill.) on which they expect to erect a warehouse and factory.

NEW BOOKLET ON GUM TRIM.

Charles H. Mears & Co., 110, 113 Belmont Avenue, Chicago, are calling attention of the building public to their stock of birch doors, red gum and Georgia pine stock trim, by a very attractive booklet.

Special attention is called to a few facts about their gum trim. This gum trim is a close grained wood, susceptible to a high finish with stains or varnishes, or it will take paint equal to poplar and pine. It is so nearly the color of birch that their stock doors will stain to match. The manufacturers claim that gum costs no more than Georgia pine, and when finished looks equal to mahogany. In fact, gum being a hard wood, is peculiarly adapted to all interior finish.

NEWS SUMMARY.

Harry Parker of Tullahoma, Tenn., has bought the Bedford Lumber Company of Shelbyville, Tenn.

The Indiana Lumber Company of Nashville, Tenn., has sold its plant near Huntsville, Ala., to the Huntsville Lumber Company, who will remove the plant to Holly Tree, Ala.

The Itabena Hardwood Company has been chartered at Itabena, Miss., with a capital of \$300,000.

Percy Loomis and C. A. Scott of Chattanooga, Tenn., will erect a large saw mill at Tellico Junction, Tenn., where they have purchased a large tract of timber. The investment will represent \$25,000.

Bassett Bros. of Madisonville, Ky., have purchased 700 acres of heavily timbered land in Muhlenberg County, which they will begin operation upon this summer.

Mr. James Kennedy, principal of James Kennedy & Co., Ltd., Glasgow, Liverpool, London, and Fort Wayne, Ind., U. S. A., accompanied by his son, Mr. Norman Kennedy, sailed from Liverpool for New York by the Ivornia on April 1 on a business tour. As shippers and importers of specially selected American hardwoods, the firm are known throughout the United Kingdom. We may add, as an interesting personal item, that Mr. Norman Kennedy is a famous Rugby footballer. He secured his "blue" at Oxford, and has represented Scotland in all the three international matches of this year. He plays forward. Timber News (Liverpool).

The Markets.

MEMPHIS

More lumber is moving here now than a fortnight ago and the mills are working a great deal more satisfactorily. The situation is better according to some criterion. The price situation is unchanged practically though a few orders have been sold at prices a dollar or so in advance of list prices. Poplar and plain white and red oak constitute a good part of the movement. Ash is more free. Cottonwood is yet still in price and scant in volume. The appeal made to the railroads by the local organizations with reference to cars, etc., seems to have borne some fruit. The mills out in the country are repairing as rapidly as possible their disarrangement by the recent phenomenal water, but will not as a rule be down to actual work for some time yet.

BUFFALO.

Hardwoods of all kinds continue in good demand, both for export and home consumption. Our cousins across the water have finally made up their minds that in order to get the lumber they must pay the price, and while export trade is not to be called brisk by any means, still the orders are coming in freely at prices that have not been paid for years, if ever before.

One good thing about the present conditions is that it is bringing to the front certain kinds of lumber that were heretofore considered of small value, such as maple, basswood, elm, cottonwood, gum, etc. In maple, for instance, it is not very long ago that the prices paid hardly warranted the mill man in manufacturing it. It now has a value that it never had before and even should the bottom drop out of the present era of prosperity and prices in general take a tumble, it is certain that maple will never go back to the old price, for the advance has been a healthy one—a recognition of the wood that it should have had long before.

Quarterned oak, although higher in price than ever before, is easily the leader and those fortunate enough to have it have no trouble whatever in finding a market. This refers not only to white oak, but also to quarterned red oak.

Plain white oak is also in good demand in certain thicknesses. Plain red oak does not move quite so readily as white and the market shows a little better supply in all grades.

Basswood and cherry are scarce and taken readily either green or dry. Beech and birch are the only two woods that move at all slowly.

Prices on all kinds of hardwoods are good and firm with no sign of a break anywhere.

CHICAGO.

The condition of the hardwood lumber market, locally, is quite satisfactory. While the receipts are still short, the demand does not seem so urgent and the operators are thus doing a more profitable business than when the situation was of a more strenuous nature.

The consuming trade have, in a great part, come to realize that there is a scarcity of lumber and also appear to appreciate the fact that the outlook is not encouraging. They have been convinced, many by actual experience, that production has been considerably curtailed and they also know that large salable stocks at central points are a variety. They are con-

sequently buying, as cheap as they can, but are not holding off hoping for any laxy.

Plain oak is as active as ever and one of the most staple properties. It is the one wood that has not reached an abnormal price and is enjoying a steady call, with a natural strength in price.

Quartered oak is still at the top of the market. There has been no material raise in price in the last two weeks, but the tendency is upwards.

The poplar situation is showing some signs of relief, but there is yet more demand than supply and no signs of a lowering in price.

Cottonwood and gum are still short in supply, but there is less anxiety about the future, particularly in respect to gum.

There is difficulty in supplying what little call there is for ash and hickory on this market. Demand is limited and receipts small.

The building trade is beginning to show more activity, which causes the demand for yellow pine to be very good. Cypress is also having an excellent call.

What is true of southern woods is also true as regards northern lumber. The maple market is in better condition than it has been in for years. Considerable new stock is now arriving in cargoes, all of which is being shipped at a big advance over last year.

Elm and birch do not show as much strength as maple, but receipts are likely to be much lighter. The demand is rather uncertain, but at any rate beyond the supply.

Basswood is particularly scarce and wanted badly. There is not the slightest fear in the minds of the most conservative that there will be any weakening in basswood.

Northern red oak is still at a premium over southern red oak, with conditions about the same.

CINCINNATI.

With the year more than one-fourth gone, it might not come amiss to make a few comparisons with the same months of 1902. Of course, everybody is aware that stocks of all hardwoods are considerably smaller and prices are correspondingly higher. The demand is just as good, and judging from reports, business is away ahead of last year. Prospects appear good for the future, and if the present lick keeps up the year will go down as a record breaker. The floods which recently visited this country may have the result of retarding the market to some extent, but this is only a conjecture.

We have been having some typical April weather, i. e., all kinds of weather in one day, but this has not to any material extent interfered with business. Inquiries are still plentiful and prices being realized are very good.

The local dealers who cater to the export trade report a satisfying demand from abroad. Inquiries from that quarter are mainly for quartered oak, poplar, gum and walnut lumber.

Of course, it is hardly to be expected that quartered white oak is any more plentiful than at last writing, but it is an assured fact that the demand has not let up any, and prices are just as high and just as firm. The scarcity of quartered white oak has had the effect of creating a good demand for quartered red, and this wood is also becoming a very desirable asset. In plain sawed firsts and seconds the demand can be classified as fair. Common and cull plain oak are in good demand. Common quartered and cull quar-

tered are ready sale. In mill cull oak the call is all that can be desired.

In poplar there has been practically no change during the past two weeks. Although there has been lots of poplar lumber manufactured in this section during the past fortnight, it has had no noticeable effect on prices. It would be a hard matter to state what the present market price on poplar firsts and seconds is, as every different concern seems to have a different price. The lower grades seem to be in the best demand. Dry stocks in any grade are scarce.

About the only thing that can be said about cottonwood is that the demand is not letting up any; dry stocks are as scarce as ever, and prices show a rising tendency. Firsts and seconds, in point of demand, are a little behind box common, which is the leader. Mill culls are scarce and have a good call.

In gum the demand is turning slightly towards clear saps. There is no falling off in the demand for firsts and seconds red gum, but red common is a trifle quiet. The other grades are holding their own, with culls and mill culls as leaders in point of demand.

NEW YORK.

A satisfactory tenement house bill—at least that modifies some of the provisions of the measure that called a halt on building in this city a couple of years ago—has been signed by Governor Odell, and were it not for the strikes on hand and threatened here and in the suburbs, general trade, as far as the consumption of lumber is concerned, would be unsurpassed.

But, even if lumber is not moving in great volume, the market continues in excellent shape, and hardwood is the most satisfactory stock of any, so far as high prices and good demand is concerned. Everything is high, everything is scarce, and while there may not be a good call for building lumber there continues to be good inquiry for poplar, oak, ash and the rest, and there are no signs that the demand or the prices will grow less.

Wholesale market conditions in hardwoods were, in fact, seldom better than they are to-day. Shippers are sold up well ahead of the saws, and current production is going forward to the buyer simply to fill orders placed many weeks or months before. Just now the main point for the dealer here is to secure enough stock to fill orders. Judging from southern reports, practically no lumber is at the railroad mills unsold ready for shipment, although the small mills have stocks that they will ship—if they can get the cars—when the roads are passable, about the middle of May. Most of this is, of course, sold for delivery, and the mills are refusing to take orders for the future, selling only what is in sight.

The most favorable reports are received about poplar. The supply of that stock in fair shape is likely to increase in June about 25 per cent. The demand is lively and is liable to continue greater than the supply for some months, despite any increase.

Plain white oak is beginning to forge to the front and values are advancing, a matter of satisfaction to many who fail to see why it should be priced so totally out of proportion to quartered oak, even when it is scarce and hard to get. It is estimated that stock will be scarce until early in the fall, and recent advances are being well upheld.

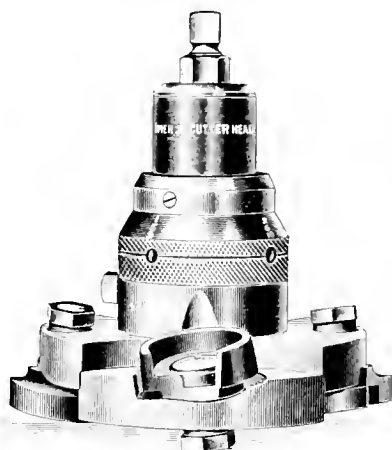
Quartered oak conditions are stronger than ever. Rather than be out of the running altogether, furniture manufacturers

WANTED.

FIRST AND SECONDS AND COMMON

PLAIN AND
QUARTERED **OAK.**

H. E. CHRISTIAN,
INDIANAPOLIS, IND.



The Best of All
The Shimer Cutter Heads

Are made like the illustration above, which shows the Expansion feature. Other styles are shown in our catalogue No. 24. A copy free for the asking.

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For full information and descriptive pamphlet address

GEORGE C. POWER,

Industrial Commissioner,

1 Park Row,

Chicago, Ill.

are visiting southern mills themselves and are taking stock green from the mills rather than go without. The result is that there will be no accumulation this season.

Taken altogether it may safely be said that the southern floods will cause a reduction in the output of almost 40 per cent and everything on the list, including those woods already mentioned as well as ash, birch, maple, basswood, etc., are extremely scarce and are advancing in price right along. As the season advances but little relief to the situation seems possible, especially if the present demand keeps up.

ST. LOUIS.

While weather conditions in the southern country have improved to some extent during the past few weeks, there are certain districts and these districts are in the ones usually looked to by St. Louis wholesalers which are not yet blessed with enough dry weather to permit of active operations. These districts, which were overflowed by the high water a few weeks ago, are still too wet for logging operations, and the mills situated therein are doing practically nothing. St. Louis continues to maintain an army of buyers in the southern country, which thus far have proved to be more a source of expense than revenue, but it is believed that the next few weeks will witness a change in the situation. These buyers have made every endeavor to contract for lumber still to be produced, and while they have been fairly successful in this, they report that a great many of the manufacturers feel themselves to be in such an independent position that they would rather sell their product on a competitive basis to such buyers as bid the most for it after it is produced. There are already many instances reported of stock being sold at mill points at higher prices than prevailed in St. Louis, and this is entirely because of this close competition among the buyers. Some stock is constantly arriving in St. Louis, but the receipts are so much smaller than is normal for this season that there is general dissatisfaction. There is still more lumber being shipped out of St. Louis than is being received, and, as this condition has existed for several months, it requires no diagram to prove that St. Louis stocks are rather low. In fact, they are smaller than has ever before been experienced and show no immediate prospect of improvement at least, so far as the next few weeks are concerned.

The demand for oak continues to be a feature of the present market situation, and this demand is beginning to affect inch plain oak more than at any time thus far this year. While this item has been handled in large quantities, and while the demand has absorbed practically all of the available stock, prices have not advanced as much as on other hardwood items, and it is believed that it will begin to come to the front in the near future. This belief is strengthened by the high prices being paid for quartered oak, as these will make it desirable for the mills to give their first attention to quartered lumber, so as to take advantage of the high prices. This will cause a lighter production than normal of inch plain oak, and the effect should be as stated. At least this is the way the St. Louis wholesalers figure the situation, and they are making every effort to increase their purchases. Quartered white oak remains very high and difficult to procure, and practically none of it has arrived in this market during the past few weeks.

Cypress and poplar have been in increased receipt during the past few weeks.

W. A. RUST, President.

F. R. GILCHRIST, Vice-Prest.

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.

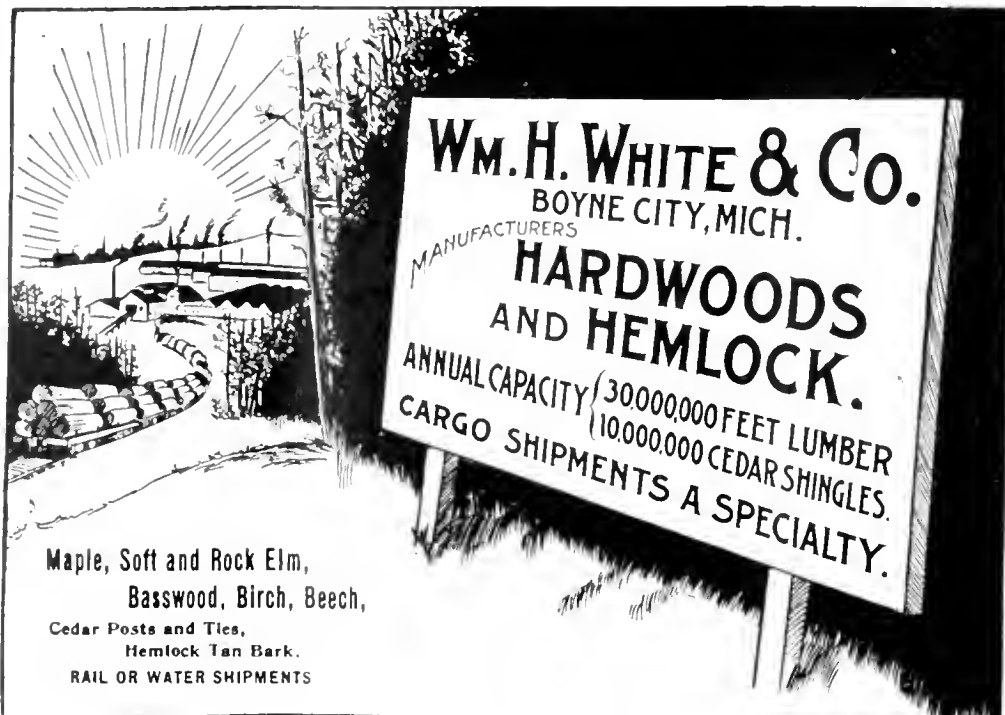
COTTONWOOD—GUM

The Duplex Tally Sheet System

Is a self-computing and mistake proof sheet for counting hardwood lumber by piece tally—in duplicate if desired. It is designed to meet the wants of a hardwood lumber proposition in every respect. They are put up in blocks of 200, one thin sheet alternating with a cardboard sheet, so that you can, if you wish, use carbon paper and get two copies at the same time. Price \$6 for ten blocks—2,000 sheets.

For sample sheets and further information address

THE HARDWOOD RECORD,
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Wm. H. White & Co.
BOYNE CITY, MICH.
MANUFACTURERS
**HARDWOODS
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ANNUAL CAPACITY 3,000,000 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

but are both particularly strong. Nearly all of the stock coming in has been sold before its arrival, and prices remain as they have been. Gum and cottonwood have lost none of their popularity and are stronger than has ever before been known. They are wanted in unlimited quantities at the very highest of prices, and the chances are that the demand will not be satisfied for some months to come. Almost this same condition prevails with reference to every other wood handled in St. Louis, and the future is particularly roseate.

DUN'S INTERNATIONAL.

In recognition of what was believed to be a well-defined need, Dun's Review has begun the publication of a monthly international edition. The weekly edition will not be interrupted nor curtailed in any way, since its valuable records of failures and prices and its reviews of conditions from week to week in industry, commerce and finance owe much to their continuity. The statistical tables prepared for the weekly edition represent the result of many years of careful compilation, and are widely quoted as authoritative in their respective subjects. Such of these as are of interest abroad will be reproduced in this edition, but otherwise the two will be entirely distinct as regards subject matter and editorial policy.

The International Edition, as its name implies, will be a journal of international trade, and will aim to be of practical service to all who are interested in that important branch of the world's activities. While the present number indicates in a general way the scope of the paper, it is proper to state that the plans of the editors contemplate the addition of several new departments should the good-will of the public warrant such enlargement. Since the paper is published in the interest of both exporters and importers, regardless of nationality, some of the departments are intended primarily for those who manufacture and sell and others for those who buy. Thus, the reviews of business conditions in leading buying markets, the abstracts of tariffs and customs regulations, etc., are designed especially for the information of exporters, while the reviews of industries and prices, news of staple and manufactured products and the like, are for the benefit of importers.

FORESTRY IN NEW MEXICO.

William L. Hall, chief of the Division of Forest Extension of the Bureau of Forestry, has just returned from a trip to New Mexico, where he made a preliminary examination of 200,000 acres of cut-over timber land owned by William H. Bartlett of Chicago. The land lies on the east slope of the Rocky Mountains in New Mexico about 50 miles southwest of Trinidad, and touches the Colorado line. The land once bore a good growth of yellow pine, but the timber has been or soon will be nearly all cut. Mr. Bartlett wants to grow timber on it again, not only for the production of

lumber, but that it may serve as a private forest and game preserve. The bureau will put a party in the field this summer to make a plan for handling the tract. The problems of keeping out fire and improving the natural reproduction must be solved; and it may be necessary to restock part of the land by planting or seeding.

SAW MILLS ALL IN LIQUIDATION

A curious thing about the lumber producing industry, and one that is most rarely talked about, is that every lumber manufacturer of the country is practically in liquidation. No matter how impreguably solvent the concern may be, no matter what its resources or how much timber it may own or control, the end of it all in every case is a matter of approximately computable time. There is no other industry the raw material pertaining to which is so inexorably, so infallibly subject to extinction—whose operations are so remorselessly limited—as can be said of wood products. The iron and steel industries may be limited by a possibility of the future exhaustion of iron ore, but the contingency is so remote as to excite little thought and less comment. The products of the soil—those commodities that grow primarily out of the ground—are, of course, entirely free from any conceivable limitation as to time. There are other products, dug like ore, out of the ground, that excite no such apprehension of final extinction as pertains to wood. There is only one avenue of escape from a final wood famine or the consequences of the present regime, and that inheres in the possibilities of scientific forestry methods. The extent to which this means of escape

might be made operative by individuals is doubtless much greater than any likelihood in the premises. The difficulties inseparable from moderate and small holdings of timber in their relations to such forestry methods are too well understood to require explanation—adequate relief, if any, consequently, must come through public, not private, action.—New Orleans Lumber Trade Journal.

REORGANIZATION OF A BIG COMPANY.

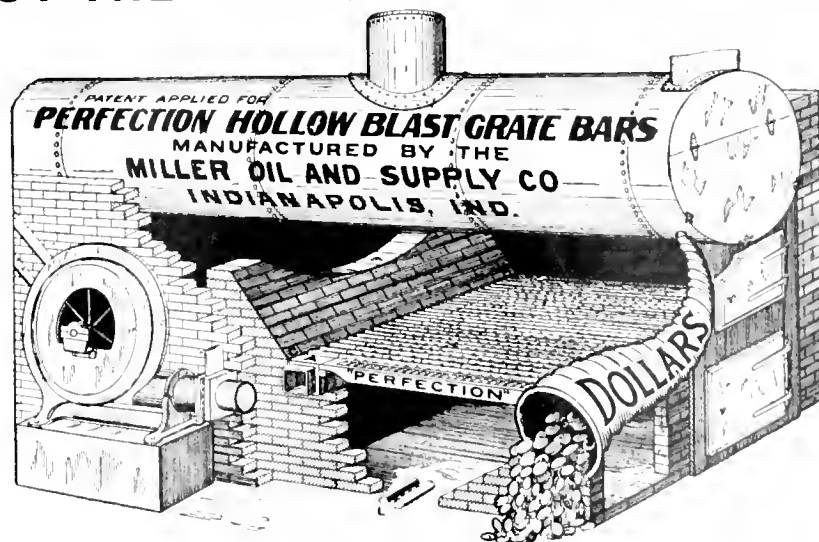
The Greenbrier River Lumber Company of Marlinton, W. Va., and New York City has sold its entire holdings in Pocahontas County, West Virginia, including 150,000 acres of timber and their big band mill at Marlinton. John T. McGraw, a large stockholder in the Greenbrier Company, retains his interests, the balance going to Hoffman Bros. of Wheeling, W. Va., who are identified with the fanning industry. Large improvements will be made for the development of the property. The timber consists of spruce, hemlock and hardwoods.

JOHN LOVE'S SIDE LINE.

We are in receipt of a neat little booklet setting forth the beauties of "Markland" on the southern coast of Nova Scotia as a summer resort. I had always had an idea that Nova Scotia was away up North somewhere and was surprised to find that Markland is only about as far North as Boston. It is apparently an ideal place for spending the summer months. John W. Love of Nashville is interested in the development of Markland and will be pleased to furnish any further information.

BUY THE BEST

Perfection attained at last. The result of many years of practical experience with Hollow Blast Grates.



SAVE FUEL. INCREASE YOUR STEAM.

H. S. Adams, Fortville, Ind. "They are indeed rightly named Perfection. They are superior in every respect to the other Hollow Blast Bars which I used in our plant when located in another place. I am running entirely with Saw Dust, and have an abundance of power. The sale of the oil of my mill is a great source of revenue."

G. W. Hartman, Anderson, Ind. "I never bought a piece of machinery that paid as large returns as these bars."

Patterson & Son, Needham, Ind. "We regret that we did not put Perfection Hollow Blast Grate Bars in sooner."

Shipped on thirty days' trial. Write for proposal, giving number of boilers and length and width of Grate surface.

MILLER OIL AND SUPPLY CO.

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STAR SAW GUMMER

THE MOST DURABLE SIMPLEST

Has Stood the Test of Twenty-Five Years Cuts from Bottom up, or Top Down

Only Gummer that is Non-rotary Cuts on Large or Small Circles, Haws and Cross-Cuts



WEIGHS ONLY 12 LBS.

MOST QUICKLY ADJUSTED

Cuts off the Backs of Teeth as well as the Tuller

TESTIMONIALS

No mill can afford to do without it F. D. BARNBY, Beldorf, Ohio

It is just what you say it is McLaughlin, Indiana

I used another make of Gummer before I bought a Star in 1907 F. H. W. Goshen, Tenn.

Filler yours best J. W. Thompson, Pleasant Lake, Ind.

MANUFACTURED BY

MILLER OIL & SUPPLY CO.

INDIANAPOLIS, IND.

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.

CHARLES H. BARNABY,

MANUFACTURER OF


BAND SAWED HARDWOOD LUMBER

QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.

GREENCASTLE - - - - INDIANA.

Saw Timber

along the



in great variety, in large and small tracts, suitable for saw mills, stave mills, box, wagon, hub and spoke, casket and berry box, furniture or heading factories, and other wood workers. The Cotton Belt Route has compiled a complete list of real estate agents along its lines handling timber lands. Persons seeking new locations for their mills and factories are enabled to communicate direct with such agents by securing this list which will be mailed free on application.

F. H. BRITTON, V. P. & G. M., E. W. LaBEAUME, G. P. & T. A.,
St. L. S. W. Ry. ST. LOUIS, MO. St. L. S. W. Ry.

Form 120

— We are in the Market for —
**COMMON AND CULL and
 MILL CULL COTTONWOOD.**

It will be to Your Advantage to Write Us.
THE NICOLA BROS. CO., - Pittsburg, Pa.
 Buyers and Sellers of **HARDWOODS.**

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.

**TAYLOR & CRATE
 HARDWOOD LUMBER**

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for
 the future.

(Established 40 Years.)

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each
 month with reasonable prices extended, the result
 will surprise you. TRY IT.

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

FOR SALE:

Indiana Stock.

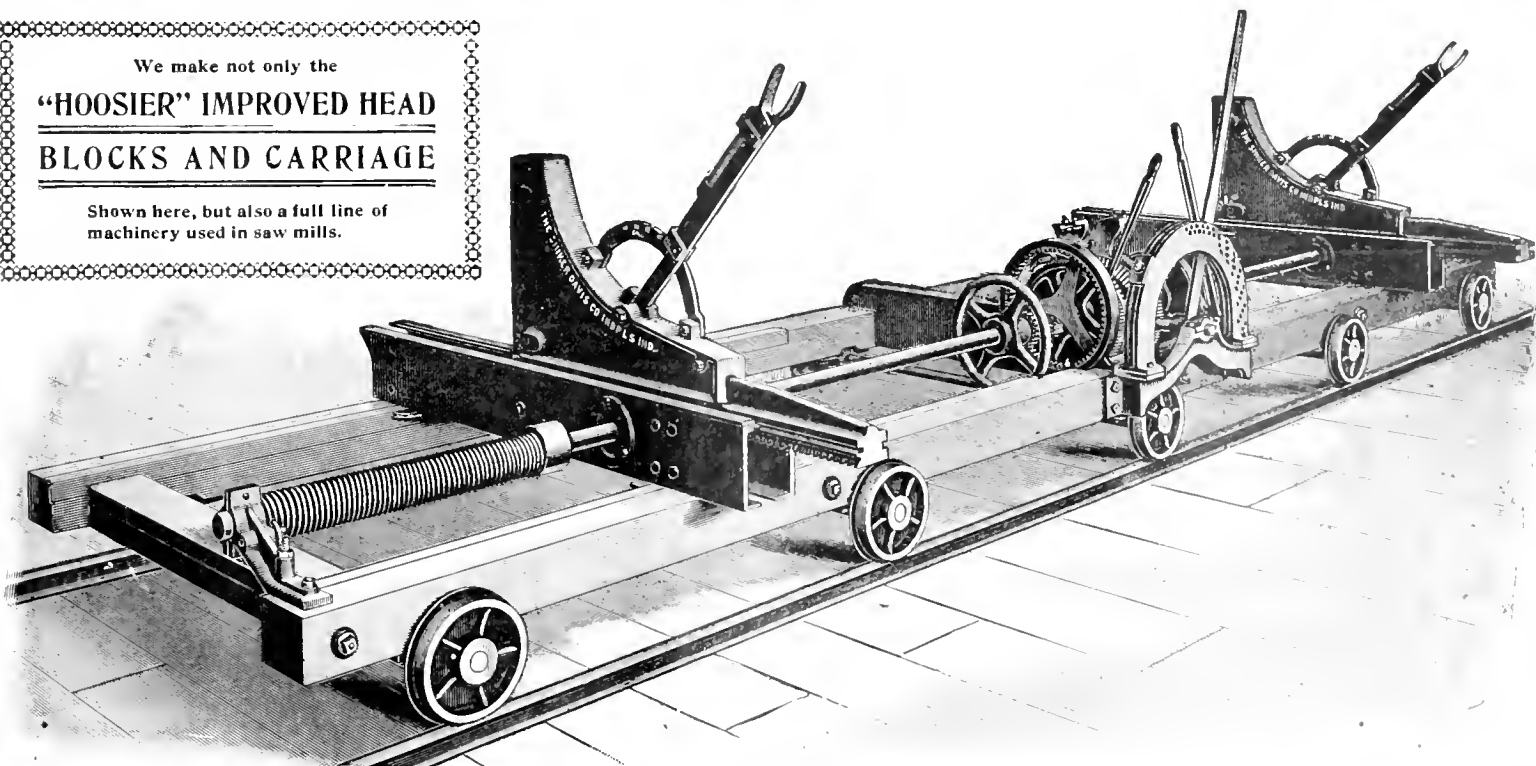
- 2 cars $\frac{3}{4}$ -inch plain white oak, common.
- 2 " 1 " " " " 1st and 2nds
- 2 " 1 " " " " " "
- 3 " 1 " " quartered red oak, common.
- 1 car $1\frac{1}{4}$ " " white oak, common.
- 1 " 2 " " " " "
- 1 " 1 " " common quartered white oak strips, 2 to 4 inches
 wide.
- 2 cars 1-inch common poplar.

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

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.

WANTED FOR SALE EXCHANGE.

BUSINESS OPPORTUNITIES.

FOR SALE.

Saw mill for sale. Long life. 110 or more feet of saw. All machinery top. Full bottom saw. Full carriage. Full feed. Full roller and full saw. Capacity 100 M. per day. Cash or easy terms. Responsible party. Address R. T. Pearce, Hardwood Record.

FOR SALE.

In a thriving town in Missouri. Planting 1000 to 1500 trees. Local business of \$40,000 per annum. No competition. Beautiful locality. Best of reasons for desiring to sell. Address G. G. LUMBER CO., 424 Riado Bldg., St. Louis, Mo.

LUMBER WANTED.

WANTED.

50 to 100,000 ft. 1-inch good common cherry shipping dry for immediate shipment. STEELE & HIBBARD, St. Louis, Mo.

WANTED.

Cherry, 1 1/2 inch, 1st and 2nds and common. Basswood, 1 inch, 1st and 2nds, common and cull. Quartered Red Oak, 1 inch, 1st and 2nds. Quote prices delivered f. o. b. Cincinnati. BUEHMEIER BROS., Cincinnati, O.

WANTED.

Cherry, two or three cars dry or green, mostly 1-inch. Make spot cash prices on grades. LELAND G. BANNING, Cincinnati, O.

WANTED.

50 M. ft. 1-inch Common Quarter Sawn Sycamore, 100 M. ft. 1/2 inch Common Gum. GEORGE W. STONEMAN & CO., 76-82 W. Erie Street, Chicago.

WANTED.

Quartered White Oak, Culls and Common, 1 inch and 1 1/2 inch. Address: KEYSTONE Lumber, Hardwood Record.

WE WANT

2-inch hickory in all grades, green or dry. Write to TOWNSEND & THOMPSON, North Manchester, Ind.

WANTED-FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address O. E. YEAGER, 932 Elk Street, Buffalo, N. Y.

WANTED.

Butternut, 1sts and 2nds, 1, 1 1/4 and 1 1/2 inch. Cherry, 1sts and 2nds and common, 1 1/4, 1 1/2, 2 inch. Chestnut, all grades, 1 to 2 inch. Cypress, 1sts and 2nds, 1 1/2, 2, 3 inch, selects, 1 1/2 inch. Cottonwood, all grades, 1 inch. Red Gum, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch. Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch, common, 1, 1 1/4, 1 1/2 inch. Plain sawed, 1sts and 2nds, 1 to 2 inch. White Oak, 1sts and 2nds, 1 to 4 inch. Quartered, 1sts and 2nds, 1 to 2 inch. Strips, 1, 1 1/4, 1 1/2 inch, common, 1, 1 1/4, 1 1/2 inch. Yellow Poplar, 1sts and 2nds, 1 to 4 inch. 1sts and 2nds, 4x4 to 8x8 inch, common, 4x4 to 8x8 inch, selects, 1 to 2 inch. Parties buying any of the above on hand or to get out please write to us. We send man to take it up and put the green backs into your hand for it if you buy. Write today.

TAYLOR & CRATE, Buffalo, N. Y.

WANTED OAK PILING

30 to 40 feet long. White or Burr Oak WRITE US. CONTINENTAL LUMBER CO., Monadnock Building CHICAGO.

WANTED Walnut and Cherry Lumber

Buy cash and inspect at shipping point. W. R. CHIVVIS, 414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

To us. Reaches and Bolsters. PAGE & LANDEK LUMBER CO., Milwaukee, Wis.

WANTED FOR CASH.

100 M. ft. of 2 inch common and cull bass wood. Address R. F. BUCKER CO., 68 Pickering Bldg., Cincinnati, O.

WANTED.

To contract for 200 M. ft. 2 inch log run Gum. GEORGE W. STONEMAN & CO., 76-82 W. Erie Street, Chicago.

WANTED.

Shipping cull plain Red or White Oak, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati. BUEHMEIER BROS., Cincinnati, O.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/4 inch and any amount of 1 to 4 inch plain and quarter-sawn White Oak, principally 1 inch. L. W. RADINA & CO., Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

25 Cars 2 1/2 x 4 1/2 26-inch White or Red Oak, green or dry, delivered here. 20 M feet 2x2 48-inch White Oak, dry, delivered here. Everything in Cherry, especially 1 1/4-inch and thicker. One carload 1 1/2-inch and one carload 2-inch sound wormy Chestnut delivered in New York City. One carload 3-inch log run Gum, delivered in New York City. A large amount of 1 1/4-inch and thicker, 1st and 2nd Maple, can use some No. 1 common. 1-inch quartered White Oak. Please quote us. ROSS LUMBER CO., Jamestown, N. Y.

WANTED.

1, 1 1/4, 1 1/2, 1 3/4, 1 1/2 and 2 inch clear white and red oak squares, 24 inches long. 1 1/2, 2 and 2 1/2 inch common and better bass wood. 1 1/2 x 1 1/2 - 15 inch clear maple or birch. 2x2 - 15 inch clear maple or birch. 3x3 - 13 inch clear gum or ash. 3-inch common and better soft elm.

THEO. FATHAUER CO

277 ft 134 Monroe street Chicago

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots. CINCINNATI HARDWOOD LUMBER CO., Station 'N', Cincinnati, Ohio.

WE WANT

5 cars 2-inch common and 1sts and 2nds Hickory. 3 cars 2 1/2-inch common and 1sts and 2nds Hickory. 4 cars 3-inch common and 1sts and 2nds Hickory. 2 cars 3-inch 1sts and 2nds qtd. White Oak, 12 to 16 ft. 10 cars 1-inch common and 1sts and 2nds Poplar. 5 cars 2-inch common and 1sts and 2nds Poplar. 5 cars 2 1/2-inch common and 1sts and 2nds Poplar. 5 cars 3-inch common and 1sts and 2nds Poplar. 10 cars 1-inch gum, cull, common and 1sts and 2nds. 10 cars 1-inch and 1 1/4-inch cull cherry. EMPIRE LUMBER CO., No. Branch and Blackhawk Sts., Chicago

WANTED.

Wanted lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO., Indianapolis, Ind.

Wanted—Mill Culls
IN 1-INCH POPLAR, COTTONWOOD AND GUM.
E. L. EDWARDS, Dayton, O.

WANTED-YELLOW PINE AND OAK.

Yellow pine in flooring ceiling and finish. Oak, both white and red, plain and quarter sawed. STILLWELL & CO., Detroit, Mich.

WANTED.

One carload 1 1/2-inch plain oak to run 10 per cent 1st and 2nds, 10 per cent common, balance shipping culls. All to be 6 inch and up wide, dry and well manufactured for prompt shipment. Quote prices f. o. b. Baltimore or Norfolk. Address E. F. PRUE, Baltimore, Md.

WANTED HARDWOOD LOGS.

200 M feet 2 1/2-inch and up White Oak logs. 200 M feet 1 1/2-inch and up Walnut logs. 50 M feet 1 1/2-inch and up Cherry logs. C. L. WILLEY, 35th and Iron Streets, Chicago.

WANTED.

50 M ft. 1 inch cull cherry. WM. F. GALLE & CO., Cincinnati, O.

WANTED-FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited. EAST ST. LOUIS WALNUT CO., East St. Louis, Ill.

WANTED-RED GUM.

Five to 8 cars 1-inch fairly dry 1st and 2nd for prompt shipment. Quote price f. o. b. shipping point. 3-7-4 Address A. L. Pearce, Hardwood Record.

WANTED.

One car 3 inch log run Rock Elm. Five cars 1-inch end dried White Maple. Six cars 3 inch 1st and 2nd and common White Oak, 14 and 16 ft. W. & B. HARDWOOD LUMBER CO., 1084 South Paulina St., Chicago.

WANTED.

100 M feet Poplar, any thickness and grade. 100 M feet Red and White Oak, any thickness and grade. 30 M feet 1 1/2 to 4 inch, 1st and 2nd Hickory. FINK, HEIDLER & CO., Robey and Blue Island Ave., Chicago.

WANTED-WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash. H. A. LANGTON & CO., Terre Haute, Ind.

WANTED POPLAR LUMBER FOR CASH.

Saps—1 and 1 1/4 inches. Selects—1 to 4 inches inclusive. Firsts and seconds, 5/8 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., Care Hardwood Record.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade. Any amount of W. & R. Oak in any size or grade. Any amount of Gum in any size or grade. Any amount of Cottonwood in any size or grade. 1 car each 1 1/4, 1 1/2, 2 inch Chestnut first and seconds. 1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds. 10 cars each 4x5 6 foot or 12 foot Hard Maple Axles. 50 cars W. Oak Bill stuff. 100 cars Crating, all kinds. What is your specialty? We reach every part of the United States. Address: Hardwood Dept., AMERICAN LUMBER & MFG. CO., Pittsburg, Pa.

IF you want cash for your lumber, write M. ROEDER, 1440 Roscoe St., CHICAGO.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Cull quarter-sawed white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.,

2-7-1f Main and Chambers Sts., St. Louis, Mo.

LUMBER FOR SALE.

FOR SALE.

Large amount of 6 x 8, 8 ft. Oak and Chestnut Ties.

ROY LUMBER CO.,

Nicholasville, Ky.

FOR SALE.

Cedar Posts and Poles.

J. S. GOLDIE,

Cadillac, Mich.

FOR SALE.

Cut of band mill sawing mostly quartered oak, plain oak and some poplar. For further particulars address "BAND SAWED," care Hardwood Record.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.

KELLEY LUMBER & SHINGLE CO.,

Traverse City, Mich.

WANTED—CONTRACT.

I have two million feet of fine oak, white and red. I wish to manufacture to suit purchaser.

F. G. BUFORD,

Lambert, Tenn.

FOR SALE.

5,000 feet 2 1/4 x 6 inch and up 1sts and 2nds quartered White Oak.

4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.

9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak.

700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.

Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,

1142 Seneca St., Buffalo, N. Y.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.

100 M ft. 1-inch log run Soft Maple, on grades.

3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.

20 M ft. 1 to 2 inch log run Walnut.

100 M ft. 1 to 2 inch Cherry, all grades.

This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,

Jamestown, N. Y.

WANTED—TO SELL

and cut to order, small dimension stuff from good white oak.

W. H. BROWN,

Lee City, Ky.

2-21-1f

WANTED.

1 inch cull and better (plain and quartered 1 1/4 inch common and better) WHITE OAK.

Can take mixed cars.

Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar, 200,000 ft. 1-inch log run Chestnut.

50,000 ft. 1-inch dry common quartered Red Oak.

75,000 ft. 2-inch common and better, shipping dry, White Oak.

20,000 ft. 1-inch dry, mill-cull Walnut.

NORMAN LUMBER CO.,

Louisville, Kentucky.

FOR SALE.

60,000 ft. 4x4 and 5x5—6 to 12 inch long Red Cedar squares.

ROANOKE CEDAR CO.,

Roanoke, Va.

FOR SALE.

Yellow pine pole stock, in standard sizes, from 2x6—10 to 4x8—12 feet, both green and dry, for immediate as well as future shipment. Write us your wants quick.

THE FARRIN-KORN LUMBER CO.,

Cincinnati, O.

TIMBER PROPOSITIONS.

FOR SALE.

Small oak on 7,500 acres. Railroad through property. For particulars write to C. M. T., care Hardwood Record.

MAHOGANY STUMPAGE FOR SALE.

Owners of extensive tract of virgin tropical forest, heavily timbered with approximately 300,000,000 feet of mahogany and other choice cabinet woods, easily accessible by navigable river flowing to Gulf of Mexico, wish to correspond with firm or corporation of practical lumbermen for sale of stumpage. Terms liberal. Big fortune to be made from building plant for cutting veneers. Address MABOGANY, P. O. Box 2012, Philadelphia.

WANTED AT ONCE

From 2,000 to 5,000 acres of timber, comprising, if possible, white and red oak, Ash and Cottonwood. Prefer a location with good railroad facilities in Kentucky, Missouri or Arkansas. State probable cut per acre of each variety and price with other details. Address MORGAN, care The Hardwood Record.

FOR SALE.

One million feet of poplar trees and one-half million feet of white oak trees, within two miles of station on L. & N. R. R.

For further particulars address

W. J. EMBRY & CO.

1 E. Seventh St.,

Columbia, Tenn.

3-21-4

WANTED—TIMBER LANDS.

The Hardwood Record, account of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

VENEERS FOR SALE.

Birch Veneers—Single ply or glued-up panels.

Quality of stock, workmanship, etc., guaranteed. Address,

INTERNATIONAL LUMBER CO., Limited
Sault Ste. Marie, Michigan.

MACHINERY.

FOR SALE—PORTABLE SAW MILL.

Complete with edger, engine, boiler, bolting, shafting, tools and all necessary accessories. Capacity 10,000 to 15,000 feet daily. Timber all cut reason for desire to sell. Will sell at a bargain to immediate purchaser. Address

RUSKAUFF LUMBER CO.,

Pittsburg, Pa.

2-21-1f

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 CHEAP.

One Coo Veneer Cutter, 76-inch knife. Address BOX "A," Algoma, Wis.

WANTED.

Steel rails to build 3 1/2 miles of tram—twelve to twenty pounds.

EUREKA HARDWOOD LUMBER CO.,

Becton, Ark.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

HARDWOOD RECORD.

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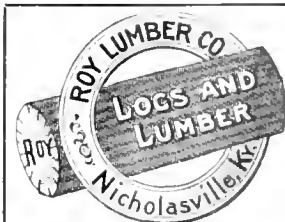
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Deputy Land and Industrial Commissioner, Colby & Abbot Bldg., Milwaukee, Wis., or

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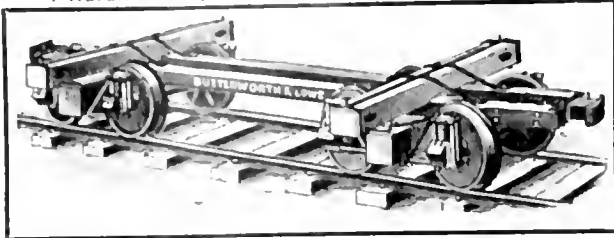


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You Are Poor Indeed

Regain your health and renew your youth at

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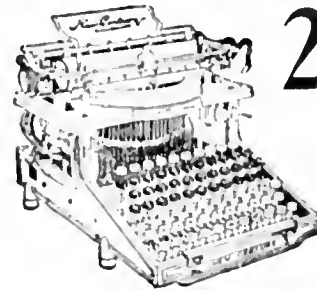


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CUT TO ORDER.

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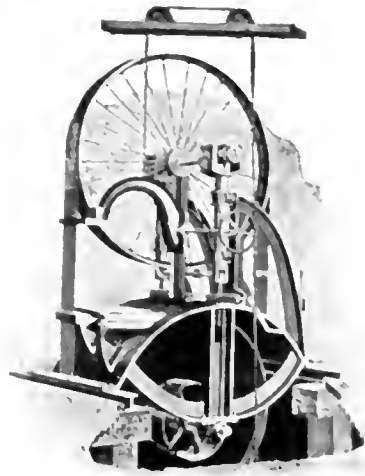
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SAWED OAK,
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Send us a List of What you Have in all Kinds of Hard-
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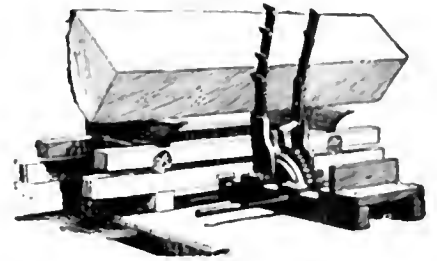
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are 3 $\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt, and should run about 500 revolutions per 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.

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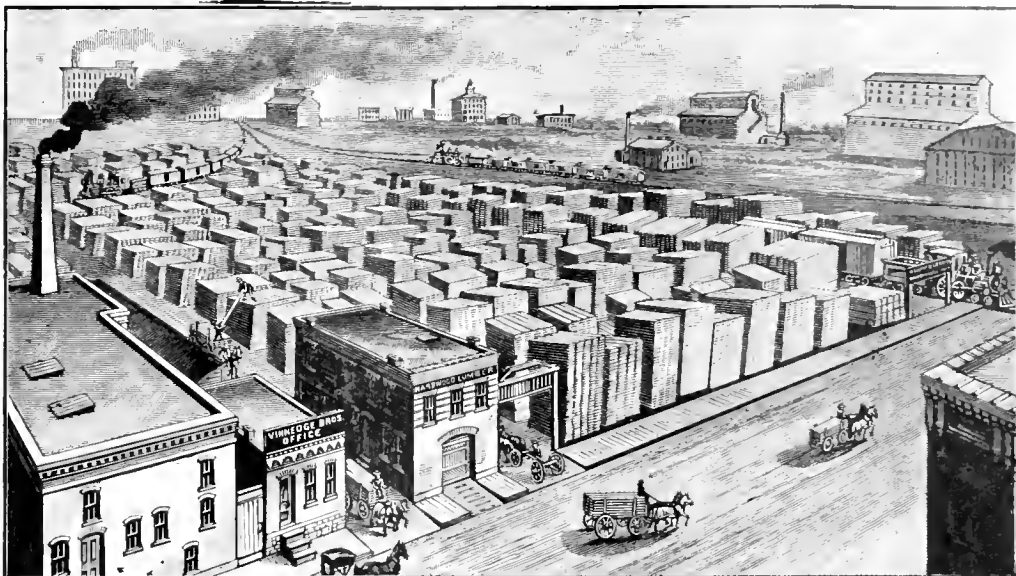
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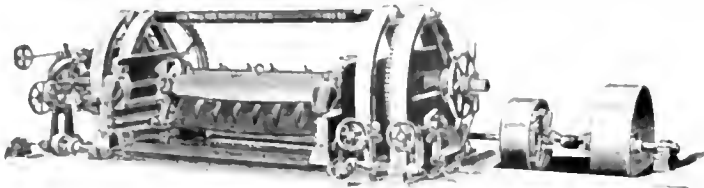
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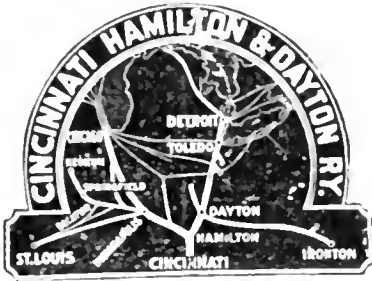
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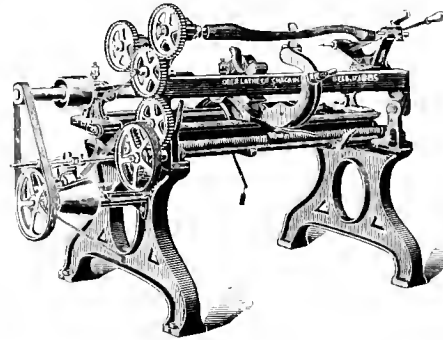
Vol. XVI.

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Manufacturers and Wholesalers of

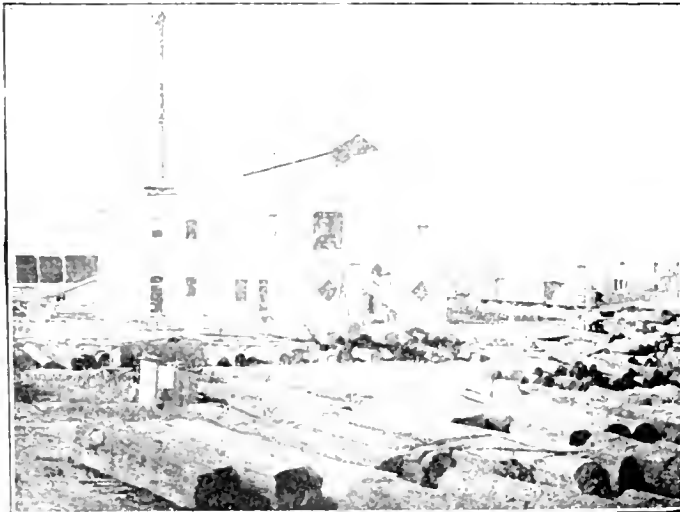
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 Or anything you have for sale in hardwoods.

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Wisconsin and Southern Hardwoods
 Are always ready to contract for cuts of mills both North and South, and receive lumber at point of shipment.
Bedford Building, - - - - CHICAGO

GEORGE W. STONEMAN & CO.,

76, 78, 80 AND 82 WEST ERIE ST., CHICAGO.

DEALERS IN

Hardwood Lumber, Mahogany and Veneers

We are in the market to buy Oak, Ash, Poplar, Cottonwood, Gum and Hickory.

We have on hand a good stock of Tobasco and Cuban Mahogany, all grades and thicknesses.

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:

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CRANDALL & RICHARDSON,

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DEALERS IN ALL KINDS OF

Hardwood Lumber, Yellow Pine

AND LOUISIANA RED CYPRESS.

We are always in the market for good stock, and where prices and quantity justify, will send inspector to mill to take up and pay for same when loaded on cars.

JOHN H. BURRELL & CO.**WOOD BROKERS.**And Agents for the sale of American Hardwoods, Etc.,
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OLD CHURCH YARD.

Telegraphic and Cable Address, "Burrwood, Liverpool."

I AM IN THE MARKET TO BUY

HARDWOOD LUMBERCan Handle the Cut of One or Two Good Mills
on a Cash Basis. Send me your Stock List.**CHAS. DARLING**

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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.**LESH & MATTHEWS
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.

MANUFACTURERS

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OAK, ASH, POPLAR, GUM, HICKORY.****H. M. NIXON LUMBER CO.**MILLS AT { PRINCETON, KY.
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We are in the market for Oak, Poplar, Cherry, Ash, Chestnut and Yellow Pine.

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Hardwoods, Yellow Pine

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PARK RICHMOND & CO.

Successors to Hayden Bros. Lumber Co.

Wholesale Dealers in
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Always in market for Plain Oak, Quartered Oak and Poplar. Write us.

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FINK, HEIDLER & CO.

Hardwood Lumber.

KILN DRIED ALWAYS IN STOCK.

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CHICAGO.

Telephone Canal 744.

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BUYER AND EXPORTER OF

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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.

Quinnesec Log and Lumber Co.

Ash, Basswood, Birch, Rock and Soft
Elm, Red and White Oak (Plain and Quarter Sawed)

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RED GUM OUR SPECIALTY AIR DRIED OR KILN DRIED,
ALL GRADES - ROUGH OR DRESSED

Red Oak, White Oak, Ash, Cypress, Soft Elm

Manufactured into

Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling, Flooring, Bed Slats, Bed Posts, Curtain Pole Stock, etc. Spokes: Club turned Oak and Hickory.

CHOICE EXPORT STOCK.

WATTS & SCHAEFER, WHOLESALE LUMBER DEALERS

No. 8 West Court St., MEMPHIS, TENN.

WRITE US WHEN YOU WANT

Oak, Ash, Poplar, Cottonwood and Gum.

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MANUFACTURERS,

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GUM A SPECIALTY, 3/8 INCH AND THICKER.

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EVERYTHING AND ANYTHING IN GUM.

Cable Address: "BENWOOD."

CODES USED: Western Union, A. B. C. 4th Edition, Lumberman's Standard, A 1 Telegraphic Code.

SOFT YELLOW MISSISSIPPI CYPRESS

Is superior to all kindred varieties of this timber, because of its peculiar color and textural beauty. It is bright yellow, soft, smooth, tough, strong and flexible, and for ease of working, is next to white pine. It is equal to white or yellow pine for interior finish, and better than either for all outside work. We handle it exclusively in all grades and thicknesses. Write us about it.

BLANTON-THURMAN LUMBER CO.,
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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.

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Office and Yards: Randolph Road and I. C. R. R.

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.
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ARTHUR LUMBER CO.



Office: 280 RANDOLPH BLDG.

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We pay cash for all Southern Hardwood Lumber, green or dry. Will contract for your total mill cut. Write or call and see us.

G. S. GLADDEN

Wholesale and
Manufacturer

HARDWOOD LUMBER

Specialty

THIN QUARTERED WHITE OAK.

MEMPHIS, TENN.

SAXTON & COMPANY (LIMITED.)

CABLE ADDRESS, SEVIER.

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LUMBERMAN'S W. U.

AND PRIVATE CODES.

EXPORTERS AND DEALERS IN

LUMBER AND LOGS.

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LIVERPOOL.

85 Gracechurch St., E. C.,

LONDON.

We Buy and Sell Choice Hardwood Lumber.

GEORGE B. ZEARING COMPANY,

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Manufacturers and Dealers In

Gum, Oak, Ash

AND COTTONWOOD.

Mills at De Valls Bluff, Arkansas.

The W. V. Davidson Lumber Co.

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DAVIDSON-BENEDICT CO.,

Wholesale Manufacturers and Shippers,

ROUGH AND DRESSED
LUMBER

NASHVILLE, TENN.

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C. B. BENEDICT.

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

VOLLMAR & BELOW

Wisconsin Hardwoods

MARSHFIELD, WIS.

Shipments Direct from the Mills.

We are in the Market at All Times for Stocks of
Hardwood. Write us.

B. F. McMILLAN.

C. V. McMILLAN.

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DEALERS IN

Pine, Hemlock and Hardwood Lumber, Lath and Shing es.

REAL ESTATE and LOANS,
EAU PLEINE STOCK FARM,
GENERAL MERCHANDISE.

McMillan,
WISCONSIN.

The Jeremy Improvement Co. of Saxe, Va., have sold 500 acres of their 2,286 acres to the State of Virginia for an experiment and tobacco test farm. Prof. Heiges of York Pa., U. S. Pomologist for year's is manager, and especially wants bright men to assist him. We will sell you 20 acres of land adjoining the state farm and 1,500 feet siding, 2,500 feet facing, 1,000 feet flooring for \$300.00.

Write for particulars.

JEREMY IMPROVEMENT CO.,
Saxe, Va.

DRY STOCK WISCONSIN and SOUTHERN HARDWOODS.

600 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, 2, 2 $\frac{1}{4}$ and 3 inch Log Run Rock Elm.
375 M feet 1 and 1 $\frac{1}{4}$ inch Log Run Soft Elm.
90 M feet 2 inch 1st and 2d Hard Maple.
125 M feet 1 inch 1st and 2d Hard Maple.
300 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, 2, 2 $\frac{1}{4}$ and 3 inch Log Run Birch
7 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch Curly Birch.
30 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$ and 2 inch common and 1st and 2d Red Birch.
80 M feet 1 inch Log Run Red Oak.
200 M feet 1 inch Mill Cull Oak.
30 M feet 1 $\frac{1}{4}$ inch Common and Better Basswood.

Our mill at Crandon, Wis., is in the finest hardwood belt of the State.

This is only part of our stock. Write us when in the market for anything in hardwood lumber.

PAGE & LANDECK LUMBER CO., MILWAUKEE, WIS.

Yellow Pine Timbers

DIMENSION SIZES.

This company, though young in Yellow Pine dimension business, is coming rapidly to the front. We have such connections and facilities now as to enable us to make as

PROMPT DELIVERY OF STOCK
AS ANY ONE IN THE BUSINESS.

We shall be delighted to have your inquiries. Believe we can satisfy you.

WE ARE ON BED ROCK AS TO PRICES,

and we can promise you, and, in fact, give you more prompt delivery than any one else in the business.

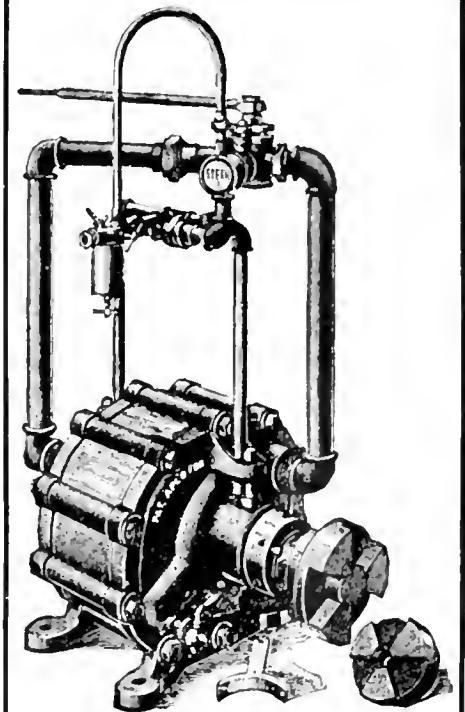
ADVANCE LUMBER CO.
Cleveland, Ohio.

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.



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MERIDIAN, MISS.

C. A. WARREN, General Agent for Michigan, Leroy, Mich.

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Successor to B. J. Ehnl

WANTED AND FOR SALE

Hardwood Lumber

ASH, OAK, POPLAR, CYPRESS,
AGRICULTURAL AND WAGON STOCK,

Walnut and Cherry.

16TH

BETWEEN POPLAR AND SPRUCE
ST. LOUIS.

AUGUST J. LANG

**HARDWOOD LUMBER AND
WAGON MATERIAL.**

Main and Tyler Streets,
ST. LOUIS, MO.

East St. Louis Walnut Co.

BAND MILL AND YARDS,
EAST ST. LOUIS, ILL.

MANUFACTURERS
—OF—

**WALNUT, OAK,
CHERRY**

In the market at all times for Walnut,
Oak and Cherry Logs.

MOSBERGER-O'REILLY LUMBER CO.

Hardwood Lumber.

OFFICE: MAIN AND CHAMBERS STS.

ST. LOUIS,

YARDS { Main and Chambers Streets.
Tyler Street and Levee.

MISSOURI.

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

T. B. THACKSTON, Agent,
Land and Industrial Dept.,
225 Dearborn St., Chicago.

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CAN
REACH
THE BONSACK LUMBER CO.
WHOLESALE HARDWOODS
ST. LOUIS
BY
RAIL, MAIL
WIRE OR
'PHONE**

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

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

2600
N. BROADWAY
ST. LOUIS, MO.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE.

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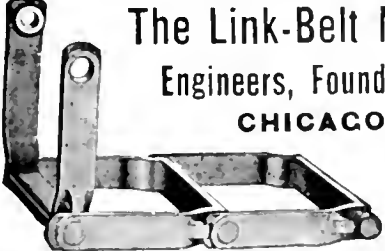
We are now ready to book orders for flooring and mattress frames, giving quick shipment. Correspondence solicited.

ELK RAPIDS IRON CO.,
Elk Rapids, Michigan.

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.



**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.

We are drying **HARD MAPLE 1 INCH TO 4 INCHES SQUARE**, and the stock is free from checks. No trouble in operating your kilns.
EATON MANUFACTURING CO. (Baird Lumber Co.),
Eaton, Md.

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. XVI.

SATURDAY, MAY 10, 1903.

No. 2

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

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 26.

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.

MEETING OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

We are in receipt of the following invitation:

You are respectfully invited to attend the sixth annual meeting of the National Hardwood Lumber Association, to be held at the Claypool Hotel, Indianapolis, Ind., May 21 and 22, 1903.

The convention will be called to order at 10 a. m. on Thursday, May 21, and as it promises to be one of the most important meetings the association has held, you are earnestly requested to be present.

F. H. SMITH, President.

A. R. VINNEDGE, Secretary.

Inclosed with the invitation was the following circular from the Indiana Association:

A HOOSIER WELCOME.

To the Hardwood Trade:

The Indiana Hardwood Lumbermen's Association extends a warm invitation to all members of the hardwood trade to partake of its hospitality during the annual meeting of the National Hardwood Lumber Association, to be held in Indianapolis, May 21 and 22, 1903.

The headquarters for the convention will be in the new Claypool Hotel, than which there is no finer or better equipped hotel in the West. Indianapolis is a great convention city, and the "Claypool" is especially adapted to take good care of such meetings. It has a large and handsome auditorium, with committee rooms, etc., all within the hotel. It has 400 guest rooms, ranging in price from \$1.50 per day upward, on the European plan.

On the evening of May 22 a banquet will be given the visiting lumbermen at the "Claypool," where an opportunity will be presented to meet and listen to some of Indiana's many famous men.

It was in Indiana that the hardwood business of the West had its origin, and the last census shows that she still maintains her position as the largest producer of hardwood lumber of any state in the Union. A large percentage of the hardwood lumbermen in the producing sections of the South and West, and the central markets of the East and North, were originally Indiana men, and learned their business here, and it is our wish to make this meeting of the National association an occasion for a reunion of such men and for commemorating and celebrating the greatness, past, present and prospective, of the great business to which our state gave birth.

If you will honor us with your presence we will give you a genuine "Hoosier welcome" and do our best to make your stay pleasant and profitable to you.

Indiana Hardwood Lumbermen's Association.

W. W. KNIGHT,

Chairman Entertainment Committee.

In our estimation the coming meeting of the National association will be one of the

most important in its history. It has reached a point where, if its affairs be conducted with wisdom, it will pass triumphantly to the completion of its work.

It is our opinion that anything which injures the National Hardwood Lumber Association injures the hardwood trade. Looking back to the point from which it started, even the most carping critics cannot deny that it has achieved great results. Only those closely associated with the work know how much patience it has taken to bring the hardwood trade into as harmonious relations as those existing to-day. Old sores had to be healed, deep-rooted prejudice removed, and gross selfishness appeased. But patiently, persistently and unselfishly the work has been pushed along, gathering strength and substance with each passing year.

Such a work was bound to be a slow work. At the beginning the hardwood lumbermen had no confidence in one another and confidence is a plant of slow growth. The great difficulty was to get the hardwood lumbermen together at the meetings. Once that was done, the rest was not difficult.

You may bring 25 men in any legitimate line of business in this country together, and the common impulse will be toward that which is good; and the larger the assemblage the stronger the impulse will be.

A man may think dark and crooked thoughts in his own mind, and plan dark and crooked schemes in his own heart; but he will not pull them out into the light of day in the presence of those whose respect he desires. Selfishness, prejudice and narrowness may exist in the heart of an individual, but if he comes before an enlightened body of his fellowmen and shows what is in his heart, shows the crooked, twisted, malicious offspring of his lonely broodings, he will receive only contempt and pity; and if he has any shame about him, he will be ashamed.

We have known men to come to the meetings of the National association with dark and crooked schemes in their minds, schemes that would give them unfair advantage if they could be put through, and when they met in open session, with bright and able men all about them, they were ashamed to bring the matters up. Such schemes thrive in dark, out of the way corners, where two or three kindred spirits may get together and discuss them, but they wilt in the bright sunshine of publicity.

We have known others to come to the

the National association, and the Chicago Hardwood Lumber Exchange. The latter is a bona fide association of the producers of hardwood lumber, and is not a "graft" or a "trust" of any kind. It is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry.

The National association is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry. The Chicago Hardwood Lumber Exchange is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry.

The National association is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry. The Chicago Hardwood Lumber Exchange is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry.

Any lumberman looking for a "graft" will not find it in the National association. It is simply an association for the protection of the general welfare. In that fact lies its weakness and its strength.

No lumberman can afford to devote a great amount of time nor spend a great amount of money in promoting an enterprise which is merely for the general good and from which he can derive no direct or immediate benefit. Does in such an association cannot be made heavy, and in consequence the revenue is light. The officers and committeemen must not only donate their time, but must pay their own expenses, and it is only by careful and economical management that the ends can be kept together.

But being poor and so organized that there is no "graft" in it, the National association is honest, and its position before the trade unassailable. The only way an individual or an association can continue to oppose the National association is to go off in some corner where the National association cannot get at it, and if those who are opposing the National association today will come to the Chicago meeting and bring out their grievances on their boards, and let the trade know that we are certain that the opposition will cease. If they can show that there is a real grievance, the National association will, if it lies within its power, endeavor to remove it. If the grievance is only fanciful, the opposition will come to know it, and the cause the opposition will be removed.

The National association is not going to conceal. In fact, it counts publicity and its actions and the motives which govern them. All it asks is a chance to present its case.

As the National association is so organized here, the National association will not be opposed for the reason of those reasons who had done so in the past. The National association is not a "graft" or a "trust" of any kind. It is a body of men who are engaged in the production of hardwood lumber, and who are interested in the success of their industry.

But that opposition has been overcome, and by little, until it is now confined in the southeast corner of the hardwood producing section. Just as a pebble in the various sections and markets could be brought to bring their opposition into the open it disappeared like morning mist.

And that is why we say that the coming meeting is to be so important. The National association wants the matter made unanimous, and if fairness, reasonableness and liberality on the part of the National association will accomplish that purpose, that purpose should be accomplished.

That opposition should be, and with wise management can be gotten rid of. The Chicago Hardwood Lumber Exchange has a thoroughly legitimate field, a large field, and one which can be made fruitful for its members, and there is not the slightest reason on earth why there should be friction between it and the National association. It is simply a misunderstanding, which the National association, being used to correcting misunderstandings, should proceed to smooth out.

That the misunderstanding exists is just a plain piece of foolishness.

MEETING OF THE CHICAGO HARDWOOD LUMBER EXCHANGE.

The Chicago Hardwood Lumber Exchange held its regular monthly meeting in the German room of the Grand Pacific Hotel, where a luncheon was served at 1 p. m., Saturday afternoon, May 2.

The principal matter discussed at the business session was the coming meeting of the National Hardwood Lumber Association, to be held at Indianapolis, May 21 and 22. Because of Chicago having a candidate for president of the National it was decided to make a special attempt to secure a large attendance at Indianapolis.

Upon motion, Messrs. O. O. Agler and Max Sondheimer were appointed a committee to arrange for suitable railroad accommodations for the trip.

Mr. C. D. Strode was delegated to secure hotel accommodations for the Chicago delegation at the Claypool Hotel.

It was moved and carried that Mr. Sondheimer, the candidate of the Exchange for president of the National association, proceed to appoint a committee of five to look after his interests at the coming meeting.

Mr. Sondheimer appointed the committee as follows: W. O. King, A. R. Vinndge,

O. O. Agler, F. S. Hendrickson, Geo. W. Stoneman.

Some important matters relative to the lumber and woodworking section of the Employers' Protective Association were discussed. This organization consists of the Pine Association, the Hardwood Exchange and the various organizations of lumber consumers of Chicago which have combined in order to present a solid front to the consolidated labor unions.

Upon motion the meeting adjourned to the first Saturday in June, at which time, if everything goes well, Max is expected to do the handsome thing.

The committee appointed by Mr. Sondheimer has issued the following letter to members of the association:

The undersigned have been appointed a committee to present the claims of the Chicago Hardwood Lumber Exchange to the honor of having one of its members elected president of the National Hardwood Lumber Association at its annual convention, to be held in Indianapolis, May 21 and 22.

The National Hardwood Lumber Association was organized in Chicago six years ago and this Exchange has done everything in its power to advance the interests of that association, conceding to others the privilege of making the rules and of holding the important offices, asking only that the work of securing uniform National inspection on hardwood lumber be made a success. Under the circumstances, we feel that we are entitled to consideration at this time.

The Chicago Exchange has selected and endorsed unanimously Mr. Max Sondheimer, of the E. Sondheimer Company of this city as its candidate for the high and honorable office of president of the National Hardwood Lumber Association, and it is the pleasure of this committee to present his claims, and those of the Exchange for consideration.

Concerning Mr. Sondheimer personally, we will not speak, as he is well known to all members of this association as an able and honorable gentleman, a business man of ability.

The one aim of the Chicago Exchange in the affairs of the National association has been to bring the inspection rules on hardwood lumber to a basis of uniformity. That is still our aim, and we pledge for our candidate that he will, if elected, do all in his power to attain the end desired. There is still some friction which should be, and which we believe can be, removed.

Trusting you will give our claims, and the claims of our candidate, favorable consideration, we remain,

W. O. KING, Chairman,
O. O. AGLER,
GEO. W. STONEMAN,
F. S. HENDRICKSON,
Committee.

A BOOK TO SAWYERS.

We are in receipt of a fine little book of instructions on the erection and care of band saw mills, band resaws, band saws and other features of the same description from the J. A. Fay & Egan Company, Cincinnati, Ohio. It is complete and accurate and compiled from experience and advice from expert sawyers in their own employ. It is dedicated to the "sawyers of the world" and will be sent free of charge to anyone interested.

AT THE OLD STAND.

Apropos of the agitation of the question of uniform hardwood lumber inspection incident upon the near approach of the annual meeting of the National Hardwood Lumber Association, the Record will say that it has every confidence that the hardwood lumbermen will at that meeting do that which is right and just and to the best interests of the trade in that matter. But we have a few thoughts to present upon the subject to the fair-minded men in the trade.

The meeting to be held at Indianapolis on May 21 and 22 is the sixth annual meeting of the association, which means that the association has been in existence for five years and for that length of time it has labored unceasingly and unselfishly to promote the interests of the hardwood trade by securing uniform inspection. And even those most interested are apt to overlook or forget the vast amount of progress that has been made.

When the National association was organized there were at least a dozen sets of hardwood inspection rules in the country. All of those rules have been eliminated and the National rules put in their stead, until to-day probably 90 per cent of the hardwood lumber of the United States is bought and sold with the National rules for a basis of grades.

That is one of the achievements of the National Hardwood Lumber Association, but not by any means all.

If the National association had at its first meeting adopted such a set of rules as it now has, those rules would have been rejected and scoffed at by the entire buying trade of the country. They would have been rejected by the wholesale buyers all over the country. Everybody knows that who knows anything about the situation at that time.

Before the National association was organized the Wisconsin Hardwood Lumbermen's Association called a conference of Chicago and Minneapolis lumbermen to attempt to reach an agreement upon the rules of inspection for northern hardwoods. At that meeting the Wisconsin delegation presented a set of inspection rules which were looked upon by the dealers of Chicago and Minneapolis as little short of ridiculous, and any agreement was entirely out of the question.

To-day the rules of the National association upon northern hardwoods are almost word for word the rules presented by the Wisconsin association at that first meeting.

Not only has the National association brought its rules to conform to the Wisconsin rules, but it has brought the buyers to consent to the change.

And that consent was not won in a day or a year. It took four years of patient work, progressing a little at each revision of the rules, until at the St. Louis meeting, a year ago, the Michigan and Wisconsin

people were given a free hand in making the inspection rules on northern hardwoods, and these rules are to-day accepted throughout the entire trade without question or opposition. And the Michigan and Wisconsin people will assure you that the result is sufficient to repay them for all their efforts.

The Indiana Hardwood Lumber Association came to Chicago two years ago to propose some radical changes in the rules on oak. They didn't get them. Nor at that time. Their suggestions were debated earnestly, one might almost say fiercely, a point or two was gained by the Indiana people and then the trade took a year to think the matter over and consider the changes asked by the Indiana delegation. When the year was up the right of the Indiana delegation to make the rules on oak was conceded, and the modified rules on oak are accepted to-day without opposition or question.

The rules of the National Hardwood Lumber Association on yellow pine are to-day those of the Southern Manufacturers' Association, but those who attended the first annual meeting of the National association at St. Louis will remember that an all day's session was held with a committee from the Southern Manufacturers' Association, a session devoted to a thorough discussion of the yellow pine rules from the hardwood man's standpoint, with the result that the yellow pine rules were not adopted, or rather they were adopted with the exception of those covering the points contended for by the hardwood man.

By the time another year had passed the Yellow Pine Association had modified its rules to cover some of the points contended for by the hardwood men; the hardwood men waived the balance and the National Hardwood Lumber Association adopted the rules of the Southern Manufacturers' Association.

Such had been the history of the National association upon the matter of adopting inspection rules, up to the St. Louis meeting a year ago. It had progressed as rapidly toward producing a set of inspection rules which seemed to its members fair and reasonable as it could without alienating the buying interests; and for every member it had lost for not moving rapidly enough it had lost two for moving too rapidly.

But to the St. Louis meeting came a delegation from a poplar association which was less than a month old, proposing changes in the poplar rules, which were the most radical changes ever proposed to be made on any rules in the history of the trade. Their proposed rules were submitted to the revision committee of the National association and this committee did not take the responsibility either to accept or reject them, but referred the matter to the convention.

But the poplar delegation would not take its case before the convention as had the

Wisconsin and Michigan associations, the Indiana association and the Yellow Pine Association. It wanted its rules with all the radical changes they embodied adopted without question and without debate, and because this was not done they launched an organization with the title of the "Hardwood Manufacturers' Association of the United States," and promulgated not only its poplar rules, but a set of rules on all other hardwoods, just sufficiently different from the National rules, on which the trade has been working for five years, to give the dishonest and contentious a hook to hang trouble on.

We believe the foregoing to be a fair statement of the facts. We have tried to make it fair, for we want the trade to have a thorough understanding of the situation.

But we are certain the National association stands to-day where it has always stood. During the Indianapolis meeting the revision committee of the association will be in session, ready and willing to consider suggestions for improving upon its rules of inspection, and we will guarantee to any member of the trade with suggestions to make, just and reasonable treatment and a fair hearing, but he will do well to remember that in a meeting of the National Hardwood Lumber Association he is in a meeting of his peers, among 300 or 400 men who are not accustomed to taking orders from anyone and who want to have things explained and discussed before they take action.

Work is rapidly progressing on the new bridge across the Mississippi River, between Thebes, Ill., and Gray's Point, Mo. Next to the East River bridge between New York and Brooklyn it is the largest bridge under construction in the United States.

The total length of the bridge proper will be 2,750 feet, but including the masonry approaches and the earthwork, will be 3,907 feet. It will be a double-track structure, with a clearance of 28 feet between the trusses. The steel work will extend 103 feet below low water and 65 feet above high water.

Six stone piers will support the steel work. The piers rest on concrete foundations laid on bedrock, which has been reached at a comparatively short distance below the river bed. The approach on the Illinois side is 325 feet in length, with five arches, and that on the Missouri side 190 feet, with seven arches. The superstructure design is composed of two fixed spans, four cantilever arms, and three suspended spans. Bedford stone is used for the piers and granite for facing and below the high water mark.

The cost of the complete structure is estimated by the engineers at \$2,600,000. The controlling interests in this undertaking are the Cotton Belt and Iron Mountain roads of the Gould system, the Chicago & Eastern Illinois of the Frisco system and the Illinois Central.

PRESIDENT OF THE INDIANA ASSOCIATION.

We present herewith a photograph of Mr. J. V. Stimson, of Huntingburg, Ind., vice-president of the Indiana Hardwood Lumber Association, and president of the Indiana Hardwood Lumber Association, for the year 1904, upon May 21 and 22.

We are glad to present in this sketch of Mr. Stimson's career at this time, for it is in direct line with the continued story upon the "Philosophy of Success" now running



J. V. STIMSON, HUNTINGBURG, IND.

in the Hardwood Record, from the pen of our eloquent and versatile Mr. Strode (which is men). His career proves the truth of the contention that if a man be of the right sort it does him good to be hammered.

For Mr. Stimson has been hammered pretty severely in his time, and has had to twist and turn and squirm and wriggle to keep from being blotted out altogether. But having the proper stuff in him the experience did him good, and while still plenty young enough he has "made the riddle" and is in smooth water, where the going is good.

To begin at the very beginning, he was born on a farm near Martinsville, Ind., and enacted the role of a farmer's boy until he was sixteen years of age. At that time he made his entry into the lumber business. It is not of record that his entry into the business was heralded in the lumber press or created any great commotion. This is probably accounted for by the fact that he started in a very humble capacity, it being his duty to load oak staves into a wheelbarrow and then furnish the motive power to convey them to the place designated by the boss. For this duty, well and faithfully performed, he received a small but acceptable cash consideration.

His employers were McGregor & Vansickle, at that time extensively engaged in

stave business. He was promoted to the wheelbarrow and the office and was to be superintendent of the company remaining with them for about eight years or until the supply of staves in their section became exhausted and the company dissolved. He then engaged in the saw mill business with Mr. Vansickle, becoming a partner with a modest interest in 1890 under the firm name of Vansickle & Stimson, a connection which continued until 1895.

Then Mr. Stimson embarked in business on his own account, locating at Huntingburg, Ind., with a second hand band mill. There was where the real rub came. When he got his mill in operation, in February, 1896, everything he had was in the mill, and then some. And it wasn't very much of a mill, either.

How he managed to finance the business in those hard times and prosper as he has prospered since is a question too deep for a mere newspaper man to solve. You'll have to ask some Indiana lumberman. How he managed to buy timber, meet his payroll and market his lumber without letting someone else get most of the profit is something I don't know. That is a secret between Stimson and the gatepost.

I know Stimson will take it all right when I say that I remember the time he was going through that sweat; that I know he was as hard up as the old Harry; that he was worked down until he was as thin as a hound, and that he was worried until he looked like a careworn ghost. But all the time he had what a writer who uses stronger language than I do, called "that unconquerable hell-fire" in his eyes, and I knew he would pull through. And he did.

To day, at Huntingburg, Ind., Mr. Stimson has as complete and profitable a hardwood manufacturing plant as any in Indiana, where he carries a complete stock of hardwood lumber, chiefly quartered white oak of the best quality. I was down there last winter when a good many hardwood mills were shut down for want of logs, and Stimson's yard was full of logs and his mill was running 22 hours a day cutting quartered oak, from which I got an idea that he knows his business.

At Owensboro, Ky., he has another mill and wholesale yard in charge of his brother, under the title of J. V. Stimson & Co. At Earle, Ark., he has another mill and a fine body of timberland. He is also an extensive owner of timberlands in Indiana and Kentucky, upon which mills are cutting on contract. In short, he has come to be one of the big factors in the hardwood industry.

And his business is on a sound foundation. There isn't any wind in it. It is Stimson's timber, Stimson's mills and Stimson's lumber, bought and paid for with Stimson's money—until somebody comes along who knows good lumber and what it is worth. Then Stimson lets it go.

In short, Mr. J. V. Stimson is doing well and is in shape to do better.

He has always taken interest in association work. He attended the first meeting of the Indiana Association and was elected vice-president, holding that position until last January, when he was elected president. He has been a strong and loyal supporter of the National Hardwood Lumber Association and has been counted on in the past, and is counted on in the future to assist in directing its course with his conservative, well balanced judgment.

Another side to Stimson's character is shown in the fact that he has found time, in spite of his strenuous business life, to acquire a broad and liberal education, and you will find him well-pasted on a wide range of topics, from the philosophy of the ancients to the latest development in the political situation in China.

Mr. Stimson is a strong man, loyal to his friends and with a strong grip when he gets his fingers on the windpipe of an enemy.

In short, Stimson is pretty much of a man, with lots of growth in him still.

THE FIRST VICE-PRESIDENT.

We present herewith a photograph of Mr. W. H. Russe, of Russe & Burgess, Memphis, Tenn. Mr. Russe is at the present time, we believe, in Europe, where he has been for several months looking after



W. H. RUSSE, MEMPHIS, TENN.

the extensive foreign interests of his firm. He is expected home in a short time, however, if he has not already arrived, and we hope he will be in attendance at the annual meeting of the National Hardwood Lumber Association, where he will undoubtedly receive strong support for the presidency of that organization.

Mr. Russe attended the first meeting of the National Association and is a charter member thereof. At the first meeting he was elected second vice-president. Which two years ago F. H. Smith, the first vice-president, was promoted to be president,

Mr. Russe was made first vice-president, a position he still holds.

He has been a faithful member of the National association and one of its hardest workers, and if he consents to stand for the presidency at Indianapolis he will have a very strong following.

Mr. Russe is so well known in the trade as a strong and able man that it is not necessary to enter into details. If elected he will fill the high office with dignity and ability.

He has been strongly endorsed by the Memphis Lumbermen's Club for the presidency of the National association, and we understand that the Memphis contingent will make a strong fight for him.

E. E. GOODLANDER MARRIED.

The many friends of Elmer E. Goodlander, of the Goodlander-Robertson Lumber Company, Memphis, Tenn., and president of the Memphis Lumberman's Club, will be pleased to learn that he is married. We don't remember the exact date, but it doesn't matter now.

The fortunate lady who won this capital prize was Mrs. E. B. Knapp of Memphis, and we congratulate her because Mr. Goodlander is a whole-souled, big-hearted man, and if properly managed will make a good husband. We would advise Mrs. G. to be very strict with him.

Mr. Goodlander is well known and well liked throughout the entire hardwood territory as a thorough lumberman, an able business man and a gentleman. He has an especially large number of friends in the Chicago market, which in former years he visited several times a year.

The Hardwood Record wishes Mr. and Mrs. Goodlander all possible happiness and prosperity.

MATTER OF CONGRATULATION.

In the midst of our enlarged national domain and increased national expenditures, it is a matter for honest self-congratulation that the United States has at the present time the smallest national debt of any of the larger countries of the globe. The debt of this country at the present time is only twelve dollars for each inhabitant, while the per capita debt of England on the same ratio is seventy-four dollars, of France one hundred and fifty dollars, and Germany, Russia, Italy and Spain have debts varying from sixty dollars to one hundred and eighty dollars for each man, woman and child within their several domains. The interest on the debt of our country at the present time is thirty-five cents a year for each inhabitant, the greater part of the debt bearing only two per cent interest - the smallest amount paid by any country. It will, therefore, be noted that our finances and expenditures are being economically managed, even though the present years are years of emergence from national hermitage to a position among the industrial and commercial controlling nations of this century.—Cadillac News and Express.

NEW DIXIE.

By a Memphis Inspector.

The Old South's wealth was in cotton,
This staple
Was the king;
But with the New South, the present,
Why, lumber
Is the thing.

Where wild turkeys used to gobble
On bayous,
Or ridges
Mills now day and night are sawing
Big timbers
For bridges.

Where whippoorwills sang, and deer
roamed
In thickets
And thickets,
Big double cutting band saw mills,
Wake the woods
With whistles.

This new progress is what it seems,
Permanent,
It is real;
And superseding old negroes,
Steam "niggers"
Turn the wheel.

The South is apprised of her worth,
New Dixie
Is in smiles;
The fairest country in the world,
With forests
Miles and miles.

With the best timber of the States
In oak, ash,
Cypress, pine;
In hickory, elm, cottonwood,
Still others,
And all fine.

The mill men have discovered them,
The sections
They know well;
And the lumber they are cutting,
Quality
Makes it sell.

So here's tipping hat to New Dixie,
Not cotton,
But lumber;
The Old South was a proud, grand one,
But the new's
A "hammer."

Then the new song for New Dixie
Is: Away—
Look away—
Look 'way down south in lumberland!
For lumber
Has the day.

FORESTRY PROFITABLE IN THE SOUTH.

THE UNIVERSITY OF THE SOUTH AT SEWANEE HAS FOUND IT SO.

What Can Be Done When Forestry Is Practiced with Lumbering High Profits and a Better Forest the Results.

The direct and immediate advantages of careful lumbering when combined with the practice of forestry have seldom been so forcibly shown as in the case of the University of the South at Sewanee, Tenn., whose timberlands have been managed since 1900 under the direction of the Bureau of Forestry.

Although \$3,000 for all of its timber was considered a fair offer by the university in 1899, the bureau, by its plan of management, has already secured a net profit for the university of \$3,200. Four more years of lumbering remain to be done, and for three years at least there is an assured annual profit of \$1,500. In a word, timber formerly valued at \$3,000 will have been made to yield a profit of over \$7,000.

Sewanee is on the top of a spur of the Cumberland Plateau, and is a noted summer resort. Every summer when the university opens, hundreds of persons from all over the South take cottages in the town to enjoy for the season the fine climate and the beauties of the woodland scenery. The work of the Bureau of Forestry is thus brought to the attention of a large number of people, many of them owners of southern timberlands, who see for themselves the great practical advantages of forestry and careful lumbering in the surprisingly large profits and improved appearance of the forest.

A detailed account of how the results in the Sewanee forest have been achieved has just been published by the Bureau of Forestry in Bulletin 39, entitled, "Conservative Lumbering at Sewanee," by John Foley. The bulletin does not furnish such specific instructions for the management of timberlands like those at Sewanee that they can be applied to them without expert assistance. It illustrates, however, what may be done with such timberlands; and especially does it emphasize that lumbering and forestry may be practiced in the South, as elsewhere, with profit.

Ira B. Bennett, formerly of Detroit, Mich., writes from Albuquerque, N. M., with information to the effect that he has closed out his business at Detroit and had located at Albuquerque, and as the letter-head shows, is general manager of the American Lumber Company, a big institution that was fully described in the columns of the Record a few months ago. Mr. Bennett states that they are at work on the erection of a large double band mill and are also building 20 miles of railroad from the main line of the Santa Fe to their mill site and back into their timberlands.



The Man About Town.

BY C. D. STRODE.

THE LOVE OF MONEY.

I remember that I didn't get through with the article under the heading "The Philosophy of Success" two weeks ago, and while I don't suppose that many of the readers of this valuable paper remember that fact, or would notice the difference if I amply let the matter drop, still, as I said I won't trush it, I will do so. It is presumptuous to suppose that busy men of the class that read this paper will remember what I wrote about two weeks ago. In fact, I do not now remember what I had in mind to add to the article, except that I felt that something should be said in defense of the rich man.

Everybody jumps onto the rich man and calls him all sorts of names, and holds him up to public contumely as a hog, an enemy of mankind, an oppressor, a tax-dodger, a corruptionist, and, in short, everything that is bad and disreputable. Even the bible holds out no hope to him, even saying that it is as difficult for him to enter the Kingdom of Heaven as for a camel to go through the eye of a needle, which is another way of saying it is impossible; and it draws a stern and awful picture of the rich man burning in hell's fire and gasping for water, imploring just a drop from the ex-beggar, Lazarus, who is comfortably reposing in Abraham's bosom.

* * *

It has gotten so that, in this country, a rich man—a very rich man, I mean—is scarcely considered respectable. He cannot be elected to an office; he is generally supposed and expected to be a snob; the yellow daily papers make his family ridiculous, and, taken all around, he has a hard time of it. If he hoards his money he is called a miser; if he spends it he is called a snob.

But I believe the rich man is as good as anybody so long as he behaves himself. In fact, it is my observation that men average about the same in one class as in another, and I don't look down on the rich as some do.

I know that it looks bad against a man that he will go slaving away, piling millions on millions that he can never, by any possibility, have use for. It looks as if there was something wrong somewhere, either that he is just naturally of hoggish nature or that he is "nutty."

A good many people rate him as just a plain hog, and are inclined to treat him accordingly; but in my estimation this is a gross injustice in nine times out of ten.

* * *

Every man wants enough money to raise and educate his children in a comfortable but economical manner; enough to insure that he and his wife may not by any possibility come to penury in their old age; but beyond that I do not believe that one

cent in ten will go any more love of money. If a man of good taste and breeding has a few hundred thousands of dollars, the income from that as it he can use for the personal expenses of himself and family. When he goes beyond a certain limit in his personal expenditures he passes the boundary which separates good taste from vulgarity, and loses caste among refined and intelligent people.

So the people look upon the man who piles up riches just from the desire to accumulate that which he cannot use as a hog, and upon he who strives for money that he make ostentatious display in the spending of it, as a fool; and they, having this view, look upon the very rich without much respect.

There is no doubt in my mind but the foregoing represents the attitude of the public mind to the very rich; but although I nearly always agree with the public, I believe that in this matter it is wrong. I believe that very few men pile up money merely for the sake of having it, or from a desire to make a display in spending it.

It is success a man is after, and the old desire, inherited from Adam, to be a man among men, and push his schemes through to a triumphant conclusion, is the moving influence in the lives of ninety-nine men out of a hundred.

* * *

In pushing his schemes Lieutenant Peary has had most of his fingers and toes frozen off in the Arctic circle; in pushing his schemes John D. Rockefeller has acquired a fortune of something like a billion dollars. Now, Rockefeller did not, I believe, start into his schemes to make a billion dollars, any more than Peary started into his to get his digits frozen. Those things were incidental. Each started in to do a certain thing, prepared to accept the responsibilities of their actions. The loss of the fingers and toes and the piling up of a billion dollars were incidents which could not be avoided. And I am perfectly honest in the statement that I believe Rockefeller's affliction is the worst of the two. I'd rather suffer the inconvenience of being shy a few digits than to have the care and responsibility of Rockefeller's one thousand millions, with the ignominy which attaches to the owner of that amount of wealth in the minds of most people.

If it were not that his wealth is needed to carry on his great schemes, I would bet a dollar that John D. Rockefeller would like to step out from under the load of his thousand millions. If he could just step out from under without endangering the stability of things, and could take just a few thousand dollars out of the mighty pile and go away somewhere and raise chick-

ens and trout and do good, I bet you that he'd be the happiest man in the world.

You see I've got a pretty good opinion of John. I don't believe that he is any meaner or more grasping or more hoggish than the rest of us. And I don't believe he is any bigger too, than the rest of us, or that he values his peace of mind any less. But he can't get away. He has built up a great business, and it has made a slave of him. And his master treats him worse than most slave drivers treated their slaves before the war. He works longer hours at harder work, and, while the niggers were generally well fed, Rockefeller's master is slowly starving him to death; that is, he is slowly dying of dyspepsia, which is a form of starvation, the stomach being unable to assimilate the food necessary to healthily sustenance.

And John D. Rockefeller couldn't help making all that money, and he should not be blamed for it or be considered a hog or a fool. When he was young and in his prime he dreamed a dream of bringing all the oil industry of the oil regions in Pennsylvania under one control. He started in to make his dream come true, and once he had put his hand to the plow he couldn't turn back. The more difficulties that arose the harder he had to fight, and, being a man of great and exceptional courage, persistence and ability, he brought his dream to realization. Then he found that to protect his monopoly he would have to control the oil supply of the world, and he has succeeded in that also.

In fact, John D. Rockefeller has won a great success—one of the greatest ever won in the history of the world—and he should be given credit with being a very great man. And he would be were it not for that billion dollars. I say to you that Rockefeller has achievements to his credit which would have added to the reputation of Caesar; and that is as high a compliment as I can pay him, because I consider Caesar the greatest man the human race has produced to date—present company excepted.

The fact that in carrying his schemes to success he has been compelled to pile up a fortune of a thousand millions is not his fault. He couldn't help it, and ought not to be blamed. And the fact that he is today a half-starved, spindle-shanked, emaciated creature, tottering under a load too heavy for a Hercules, a load to which he is chained and from which he cannot escape, is his sad misfortune—the heavy price he has to pay for his success.

And I don't believe he cares a bit more for money than the average man; probably not so much, for the greater a man is the less store he sets by wealth. It is only the weak, the ignorant or the foolish who worship money for its own sake, or for the

sake of the display it will enable them to make.

* * *

I speak of the case of Rockefeller for the reason that his case is an illustration on a gigantic scale of the experience of every very successful business man.

A man may go into politics in pursuit of success, and if he has the grit, determination and ability he may rise to great heights, so that his name is known and respected throughout all the land, and so that when he visits such a city as Chicago all the citizens unite to do him honor. The same may be accomplished by a man entering the law, the ministry or literature.

But the great business man cannot rise to such a position. His success in this great and productive country causes his wealth to pile up on him, and the greater this success the higher it piles. And the people believe the piling up of the money is his main object, when it is really only an incident; and they believe he is either a hog or a fool; that he is an enemy of the laboring classes, the oppressor of the poor, a money-grabber who will stoop to anything just for the pleasure of piling one gold piece on another. And in ninety-nine cases out of a hundred that process doesn't give him any more pleasure than it does anyone else.

* * *

Every man who is really a man wants to amount to something. He wants to rise above the level. He wants to test his strength and make others feel it. So a business man pushes his business by every means in his power. And the bigger the business gets the more pushing it takes. There is always a strong competitor just behind or ahead to keep a man up to his best. To meet competition he has to keep spreading and spreading, reaching back to the raw material and forward to the consuming trade, driving his business with a tight rein, with a keen and vigilant eye on his competitors in the race, looking for an opening to an advantage.

That his money keeps piling up as the years go by doesn't greatly interest him, except as he needs that money as sinews of war to carry on the fight. As for wanting the money just for the sake of having it, he is no more guilty of that than would any other man be who already had more money than he could ever hope to use.

And I have seen men pretty well along in years who, although vastly wealthy, were still digging away, and the superficial observer believes they are slaying from pure love of money. But, bless the superficial observer, it isn't anything of the kind.

Often, as he attains advanced years, a man would quit business if he could. But then, as ever, there is a hawk-eyed competitor just ahead or just behind, and for the old, experienced hand to drop the reins would mean the loss of the race, and that the business and reputation which were the product of a lifetime of hard work

would be swept away, and the poor rich man would be left in his old age with nothing but money. A man would rather be accounted a rogue, an oppressor of the poor, a tax-dodger, a briber—anything, anything, Lord! but a failure. So he keeps gamely on.

* * *

Every man has a fear of being left in poverty in his old age, and every man is justified in making provision that this great calamity may not befall him. That a man does make such provision does not indicate an undue love of money. It is commendable thrift. But that love of money simply for money's sake, or for the sake of a vulgar display which may be made in the spending of it—that love of money that the bible says is the root of all evil—it does not, I believe, cut one-half nor one-tenth the figure in the affairs of the world that many think it does. It is confined to the weak, the ignorant and the foolish. It is not, as a rule, a characteristic of rich men, especially of those who have made their own money. As a rule they are strong and able men who have fought for better things—for standing, for respect, for reputation, for everything and anything, in fact, rather than for the mere love of money.

The man whose career is about closed and who hasn't anything but money is poor indeed.

BORING FOR OIL.

Mr. Herman A. Gerhardt, well known in the lumber circles of Chicago, has been missed from his accustomed haunts in this city since early in January until quite recently. He has been down in Hammond, La., boring for oil, and although he has not struck oil as yet, he has gained in experience.

He returned to Chicago early this week looking gloomy and depressed. He got into a row with everybody in and about the Exchange right away, and was plainly in a morose humor. His hands were bruised and scarred and his gold-rimmed spectacles were gone, being replaced by a pair of glittering platinum frames, which gave his sunburnt face a sinister look.

He was uncommunicative for two days, but on the third morning when he came in for his mail, there being nobody else present, he thawed out.

"Ever bore for oil, Strode?" he said, taking a seat and spreading his bruised hands on his knees. "No. Well, don't ever do it. Say!" here he got up and waved his hands as if pushing something away from him, "don't ever—ever do it."

"What was the matter?"

"What was the matter? What was the matter? Say, how much time do you think I've got? I couldn't tell you all that was the matter in a whole day; not in an entire livelong day.

"You see, we struck gravel; big, coarse gravel, and that is the worst thing you can strike. You can bore through anything

that will hold still and let the drill work. But gravel that is too small to hold steady and too big to force up through the pipes—what are you going to do with it?" And he glared at me through his glittering glasses.

"We started with a twelve-inch pipe and had got down 800 feet, and to a six-inch pipe, when we struck gravel. We worked a long time and couldn't make any headway and decided to take out the six-inch pipe and run the eight-inch down farther.

"Did you ever try to pull 300 feet of pipe out of a hole 800 feet deep? Didn't, eh? Well, don't you ever try it. Say?" there he made that motion with his hands again, as though pushing something away, "don't you ever—ever try it.

"Oh, yes, we pulled it out. That is, most of it. All but three lengths, down in the bottom of the hole. It's there yet. We worked two months trying to get it out, but it's there yet. Down at the bottom of the hole. The 800-foot hole."

"What became of your glasses?" I asked.

He made no reply to the question.

"Our boring rig was not first-class," he said. "It belonged to a man from Indiana. He was a first-rate fellow but he wouldn't swear when his wife was around, and as she was around a good deal that handicapped us some.

"The Indiana man knew a good deal more about machinery when we started than I did, but I learned a lot. Besides, I am a man of original ideas, and that helped some.

"Did you ever see a rig that wouldn't run when the weather was wet nor when it was dry? That's the kind of a rig we had. You see there was a wide leather belt connecting the engine with a big wheel—a great, big wheel, high as this room. Then that wheel had a pulley attached which conveyed power to the bull wheel—know what a bull wheel is? Well, it conveyed power to the bull wheel by means of 'rope transmission,' which means that instead of a belt we had an inch and a half rope, all out doors.

"Now you know how it is with a leather belt. When it rains or the air is damp the belt stretches and slips and slips and slips. A rope is just the opposite. When it is wet it shrinks and when it is dry it stretches. So that when it was dry the rope belt slipped and when it was wet the leather belt slipped. By gad! it was the funniest combination I ever saw.

"But I fixed it." Here he placed one mangled finger alongside his nose and winked at me. "I fixed up a scheme. I hired a nigger to carry water and pour on the rope. Did it work? Well, I guess it did, and by keeping the nigger carrying water all the time we could run right along in good weather. When it was damp we would shut down and pack the pump.

"Did you ever pack a pump? No. Well, don't you ever ever do it." Here he

From Near and Far.

But I had a hole in my coat that was as big as a hole in a sieve.

The boiler was so hot that I could not get near it. I had to get out of the hole and go to the engine. I had to get out of the hole and go to the engine. I had to get out of the hole and go to the engine.

But I had a hole in my coat that was as big as a hole in a sieve, and when I got out of the hole I had a hole in my coat that was as big as a hole in a sieve. I had to get out of the hole and go to the engine. I had to get out of the hole and go to the engine. I had to get out of the hole and go to the engine.

"But how did you bruise your hands?"
 "How did I bruise my hands?" holding them up before him. "How did I bruise my hands? Say, do you know that everything that was dropped or that blew up or came off hit me? Hit me, the General Manager. Well, it's so. By gad, sir, it's so.
 "See that thumb?" and he held up a thumb with a big black and blue mark under the nail. "I don't believe there was ever anything in the world that hurt like that did. I was partly under the engine trying to tighten a loose nut. Was lying flat on my back with the piston rod flying back and forth just above me. At the end of the stroke there was about a quarter of an inch between the end of the piston rod and a steel cross piece. And I got my thumb between the end of the rod and the cross piece. Say, it did hurt. And I couldn't throw the wrench, or dancier, or anything. I had to crawl carefully out from under the engine before I could even holler."

"But what really became of your glasses?"

"Say, I've told several stories about those glasses since I came back, but, of course, they fell down that hole."

"What hole?"

"What hole? Why that hole. The hole. The hole of holes. The 800 foot hole."

"It was funny the way things would fall into that hole, which was only twelve inches across. The few things that were dropped, or that fell, or came off, and didn't hit me fell into that hole. And some of them did both, hitting me and then bouncing off and falling into the hole. An iron collar on one of the jack's flew off, and although it was nearly as large as the hole it fell in, down the twelve-inch pipe, into the eight-inch pipe, and lodged across the top of the six-inch pipe, in such a way that it took us three days to get by it."

"But what are you going to do about it?" I asked. "About the well, I mean."

"I dunno," he said, shaking his head despondently. "Going on down some way. But we've got to have a new pump."

LOCAL GOSSIP.

Mr. H. H. Laska, lumber dealer, has moved his office from 23 Market building to 1006½ North Third St. Salk street.

A. J. Edge Bros. are putting up four floors throughout their yard on Goose Island.

Fink, Hebler & Co. were recently incorporated for \$25,000. The style of the firm has not been changed very much. They will operate hereafter as Fink Hebler Company.

Mr. Fred Bruening, a native of Germany, but who has resided in America for the last fifteen years, and has for a considerable time been connected with a large wholesale mercantile company of Chicago, has decided to join his brother, Mr. Henry Bruening, in the lumber business at Bremen, Germany. The firm of Henry Bruening has a large acquaintance among the exporters of this country, having been engaged in the importation of hardwoods for the past twenty five years. The firm is particularly well known as dealers in hickory handle stock. During a call at the Record office this week, Mr. Fred Bruening stated that he would call on the export trade at the principal markets, as a preliminary, before sailing for Bremen, and when he had sufficiently learned the demands of their customers on the other side would return to America for the purpose of extending their business connections in this country.

Mr. Wm. H. White of Boyne City, Mich., was in Chicago for a couple of days last week. He met one of his steamers here, it having brought down a load of lumber, and sent it back with a load of stock cattle.

Mr. G. Von Platen of Boyne City was also in Chicago, looking after some of his shipments. With his usual thoughtfulness and consideration, he stowed a dozen cans of maple syrup, the pure home product, on one of the barges and distributed them among his Chicago friends. With our usual good luck we got one of them.

Mr. A. B. Garrett, of W. W. Garrett & Son, hardwood lumbermen of Frankfort, Ind., was a caller at the Record office on Saturday.

WHERE TO GO FISHING.

Some of the best places in the country for fishing are in Michigan and can be reached by the Grand Rapids & Indiana Railway. This company have issued a book typographically fine and containing information of a most complete nature as to where to go and what you will find at the various places.

OUR MEMPHIS LETTER.

The R. J. Dornell Lumber Company is building a lumber plant at Leuling, Miss. This mill will have a capacity of 35,000 feet per day.

C. A. Stanton, Memphis manager for the Houston Lumber Company is spending the week at the Bigbee (Miss.) mills of his firm.

The Blanton Stave & Lumber Company of Blanton, Ark., have again established an office in Memphis. Major H. T. Blanton is in charge.

Fred Schuster is now with the J. M. Card Lumber Company of Chattanooga.

T. R. Robertson, of the Goodlander & Robertson Lumber Company, is in Arkansas.

D. D. Hartlove, representing Price & Heald of Baltimore, was in Memphis recently.

The J. O. Nesson Lumber Company of Manistee, Mich., are beginning to operate the old mill of Murphy & Ditchold, which they have leased.

J. A. Fraser of Tupelo, Miss., will begin this week to operate a new lumber mill at that place.

Memphis lumber circles have been much interested the last thirty days in the tide of matrimony that has in a way irresistible won several of its members in fact or by relationship. On Wednesday evening, the 29th, W. N. Wright, a well-known lumberman, and Miss Bennett, daughter of E. T. Bennett, were married.

On Thursday, May 30, at high noon, E. E. Goodlander, of the Goodlander & Robertson Lumber Company, and Mrs. E. B. Knapp were united in marriage. The ceremony took place at the residence of the groom's partner, F. B. Robertson. Mr. and Mrs. Goodlander were presented with a couple of silver cases by the Memphis Lumbermen's Club, of which Mr. Goodlander is an officer.

Lou Lesh and Theodore Fathauer of Chicago were in Memphis this week.

The Goodlander & Robertson Lumber Company has just closed a deal for a large timber and mill outfit in Arkansas, the former consisting of oak, ash and hickory, and the latter with a capacity of 20,000 feet per day.

The Kinard Lumber Company of Eldorado, Ark., has filed articles of incorporation in that state. The capital stock is \$25,000, of which \$10,000 has been sub-

scribed. C. P. Henry is president; J. A. Rowland, vice-president; J. L. Kinard, secretary and treasurer, and J. H. Walsh, general manager.

O. K. Blanton, of the Blanton-Thurman Lumber Company, notes business to be good in cypress lumber, which is their specialty. The mills of the firm are in Arkansas.

BUFFALO BITS.

I heard one of our prominent hardwood lumbermen say a few days ago that he had shipped 2,000,000 feet of hardwood lumber last month, and that he had orders, and lumber to fill them, so that he could do fully as well this month, provided he could get the cars to load. This is doing extremely well with lumber bringing the prices it is to-day.

Mr. Hugh McLean, of Hugh McLean & Co., is looking over the different mills of the company in Indiana and getting a line on what choice quartered oak is on sticks there that is fit to ship. Hugh says there is no oak like Indiana oak—while it lasts.

Mr. Frank W. Vetter is down South again at the cypress and oak mills of the Empire Lumber Company.

Mr. C. H. Stanton is doing good work as surveyor-general for the National Hardwood Lumber Association, although he has not been able to give the work all the personal attention he feels it requires so far. Mr. Stanton's office is 102 Law Exchange, Buffalo, N. Y.

There never was so much building going on at this time of the year as there is at present, and there never was a time when building material and labor were as high as at the present time.

John H. Costello, a millionaire lumberman, whose office is on the fourth floor of the Prudential building, Buffalo, was shot by his wife on the fourth floor of the building, right near his office. Family trouble is the cause of the shooting, and it is impossible to say at the present writing just how it will result. Buffalo has earned for itself an unenviable notoriety for tragic happenings of late.

ST. LOUIS NOTES.

August J. Lang reports that he is having increased receipts of oak, gum and cottonwood, but that, as the bulk of this is already sold, he is merely filling old contracts. He is of the opinion that the future is very alluring.

W. A. Bennett of Cincinnati, O., was in the city during the early part of the week.

P. B. Little, of the Little Lumber Company, announces the purchase, in the northern part of the city, of a tract of land, upon

which he will immediately begin the construction of a modern saw mill. He is of the opinion that this will be a paying venture, and will install a veneer mill at an early date.

President F. H. Smith, of the National Hardwood Lumber Association, states that all reports he has are to the effect that there will be a very large attendance at the Indianapolis meeting. Quite a large delegation will attend from St. Louis.

The Willard Case Lumber Company, which enters to the trade in car material and other oak specialties, reports a wonderful demand for such items as it handles, and thinks this demand will not be satisfied this year.

The Garretson-Hilton Lumber Company has been incorporated for \$50,000 to succeed the Campbell Lumber Company of Campbell, Mo. J. S. Garretson is president, F. A. Garretson, vice-president, and F. E. Hilton, secretary and treasurer. The cut of the mills which are already in operation will be handled through the St. Louis office of the Garretson-Greason Lumber Company.

QUAKER CITY ITEMS.

The local hardwood lumber market was dealt two severe blows during the past ten days, in the disastrous forest fires which have been raging throughout Pennsylvania, and the strike of 8,000 carpenters, which went into effect in this city on May 1.

The forest fires, which began in the latter part of April, and have not yet been extinguished, swept across the center of the state destroying vast areas of timberland, wiping out small towns and villages and consuming a large number of big lumber mills. No accurate report of the losses has as yet been received, but it is estimated that the damage to lumber property will reach into the millions. Among the heavy losers is the Lackawanna Lumber Company, at Renovo, whose entire plant, consisting of lumber, machinery and buildings, and valued at \$175,000, went up in smoke. The mill was the mainstay of the town and four hundred men were thrown out of employment by its destruction. The lumber mill of John Colman, at Williamsport, was also totally destroyed, although the monetary loss has not been ascertained.

The effect of the strike of the Brotherhood of Carpenters and Joiners has already been felt by lumber merchants and there has been an appreciable diminution in the quantity of orders received. Although the carpenters are alone on strike, there is every likelihood that the gravity of the situation will be increased by other labor organizations striking in sympathy. There seems to be no immediate prospect of a settlement of the labor difficulties. The carpenters' union feels confident of its

Chicago Hardwood Lumber Dealers



Why not place your Fire Insurance with one who makes a speciality of insuring lumber yards, and who has done much towards securing recent reductions in rate?



H. M. GARDINER,

INSURANCE
IN ALL ITS BRANCHES.

504 National Life Building,
159 La Salle St.,
CHICAGO.

IS THE "ONE"

TELEPHONE CENTRAL 3473.

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**Black Walnut Logs,
Walnut Lumber
and Squares.**

INSPECTION MADE AT POINT OF SHIPMENT.
CORRESPONDENCE SOLICITED.

ADDRESS
A. E. FRENCH,
WELLINGTON, OHIO.

**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.

... and is determined to stand by its contract for an eight hour day at 40 cents per hour. On the other hand, the master employers seem equally assured of victory and are preparing to make a study of the law against the strikers.

Harry Snowden, representing J. Randall W. Latis & Co., has recently returned from an extended trip through the South where he secured a valuable stock of hardwoods.

The McDearmid Lumber Company has been incorporated to transact business in this city, succeeding W. J. McDearmid & Co. The incorporators are: W. J. McNair and H. M. Robinson of Fayetteville, N. C.; A. M. McNair, J. Y. Gossler and J. C. McDearmid. Offices have been secured in the Harrison building. The company's mill is located at Fayetteville.

Owen M. Bruner, of Owen M. Bruner & Co., recently spent two months in traveling through the southern states, where he made extensive purchases of hardwoods.

GOTHAM GLEANINGS.

All the retail lumber yards of the city have practically stopped delivery. This action has been taken by order of the labor committee of the New York Lumber Trade Association, which met on Monday at its rooms, No. 18 Broadway, to take steps regarding the demands of the new union of truck drivers. The latter struck for higher wages and shorter hours, and for their recognition as a body. The association voted some time since not to recognize them, and this latter action was taken to emphasize its stand. The Association of Dealers in Mason's Building Materials voted to stop delivering supplies last week, while the action of the lumber dealers, who met on Monday, the 4th inst., went into effect two days later, the 6th. The yards in the various boroughs will continue, however, to deliver supplies not in their own district. Manhattan and the Bronx yards will not deliver in Manhattan and the Bronx, nor Brooklyn yards in that borough.

Isaac H. Curtis, of the Curtis Bros. Lumber Company, Brooklyn, died at his home in that city on the 27th ult. He was a native of Boston, and was 58 years old. For many years he had been prominently identified with Brooklyn's retail lumber trade.

Another prominent lumber dealer who recently passed away was Rockwell Young, senior member of the firm of Rockwell Young & Bro., White Plains, N. Y. Mr. Young was 53 years old, and entered upon his business career when he was 21 as a member of the firm of Young, Tripp & Co., coal dealers, White Plains. In 1886 he formed a partnership with his brother, Cornelius, under the firm name of R. Young & Bro., and they have built up a large and profitable business. Mr. Young

was prominent in municipal affairs and was a trustee in many of White Plains' financial institutions. He leaves a widow and two daughters.

C. W. Goodyear, of the Goodyear Lumber Company, Buffalo, sailed for Europe last week. He will probably be absent several weeks on a pleasure trip.

Advanced age is given as the illness that is likely to soon cause the demise of a picturesque figure in the lumber trade of New Jersey. Mrs. Rachel R. Borer, of Borer, Remyan & Co., Plainfield, N. J., is considerably over 80, and for a score of years she has been the senior member of the firm, managing it in conjunction with two daughters.

This is the season for removals. Among the concerns not already mentioned, who have seen fit to change their location, can be mentioned G. S. Baxter & Co., yellow pine, to No. 17 William, from 18 Wall street; the Hilton & Dodge Lumber Company to the new Whitehall building, 17 Battery place, from No. 81 New street, and J. H. Burton to the ninth floor of No. 18 Broadway, from the fifth.

Recent visitors to the metropolis included J. Q. Barker, of the Kanawha Hardwood Lumber Company, Andrews, N. C., who was on his way home from Boston, where he had been knocked down by an express wagon; Max Sondheimer, of E. Sondheimer & Co., Chicago; O. O. Agler, of the E. W. Upland Lumber Company, Chicago; R. H. Van Sant, of Van Sant, Kitchen & Co., Ashland, Ky.; F. L. Gilbert, of the Red Cliff Lumber Company, Duluth, Minn.; William E. Silverthorne, of Silverthorne & Co., North Tonawanda, N. Y.; Maurice E. Preisch, of Haines & Co., Buffalo; A. J. Hauenstein, of Hurd & Hauenstein, Buffalo; Rufus L. Sisson, of the A. Sherman Lumber Company, Potsdam, N. Y.; Hugh McLean, of Hugh McLean & Co., Buffalo; A. P. Bliss, of Bliss & Van Anken, Saginaw; R. C. Lippincott, Philadelphia; Lewis Foster, secretary of the Hardwood Manufacturers' Association, Columbus, O.; H. B. Shepard, of the Shepard & Morse Lumber Company, Boston; Edward Hines, of the Edward Hines Lumber Company, Chicago; E. C. Mershon, of W. R. Mershon & Co., Saginaw; W. G. Underwood, of E. P. Burton & Co., Philadelphia; John Scatcherd, of Scatcherd & Son, Buffalo; E. A. Landon, of D. L. Gillespie & Co., Pittsburg; John Gilmore, of Gilmore & Hughson, Ottawa, Ont.; Lewis Bill, Baltimore, and E. C. Fosburgh, of the Fosburgh Lumber Company, Norfolk, Va.

The Alfred Brumme Company of Brooklyn has recently been incorporated with a capital of \$30,000. The directors are Alfred and Angeline Brumme and William Schade of Brooklyn.

NASHVILLE NEWS.

The trade continues well sustained, and the general local situation with the saw mills appears to be one of activity. Stocks are very moderate. Quartered and plain white and red oak, poplar, ash, chestnut, cedar and walnut, the last two in a small degree, share in the trade.

* * *

The Case Lumber Company of Chattanooga has purchased a large tract of land upon which it will erect a lumber plant to cost about \$25,000. The company owns a considerable amount of timberland in Tennessee and North Georgia.

* * *

John B. Ransom, of John B. Ransom & Co., has returned from an eastern trip.

* * *

The Davidson-Benedict Lumber Company have their mills here and in East Tennessee running, and report a widely distributed trade in the domestic market and the shipment of some quartered oak and walnut.

* * *

John W. Love, of Love, Boyd & Co., will summer as usual in Nova Scotia, but this time at his own hotel. In company with other capitalists he is developing a favorably located Canadian health and pleasure place.

* * *

The Southern Lumber & Box Company is working principally in Putnam County at its lumber operations. The mill and factory at Nashville are getting their logs from that source.

* * *

The last building for the large new lumber plant of D. M. Rose & Co. in South Knoxville is nearing completion, and that firm will be able to facilitate its business better than ever before. The establishment is quite large and employs more than a hundred men.

AT ST. PAUL AND MINNEAPOLIS.

F. L. Hawn of Sillhawn, Wis., manager of the mill of the Ruby Lumber Company, was in Minneapolis a few days ago, conferring with his associates in the company, Messrs. Hamilton & Sill of the Minneapolis Lumber Company.

* * *

E. Payson Smith, Jr., the wholesale dealer in southern hardwoods and yellow pine, left Minneapolis recently for a business trip, which takes in St. Louis and several points in Alabama and Mississippi.

* * *

John D. Spalding, with the Frederick W. Upham Company of Chicago, was in Minneapolis a few days ago, attending a meeting of the hardwood men, and looking after the interests of his company here.

* * *

A. H. Ruth, representing the G. W. Jones Lumber Company of Appleton, Wis., was in Minneapolis recently, but was not hustling for business. He said it was all

his company could do to fill orders that come in.

* * *

C. F. Osborne, of Osborne & Clark, the well-known hardwood firm of Minneapolis, is on a trip of inspection to the firm's retail yard at Erie, Ill.

* * *

C. M. Stevens of St. Croix Falls, Wis., the well-known hardwood manufacturer, was in Minneapolis a few days ago, calling on business acquaintances.

* * *

The Brainerd-Deekert-Blamer Company of Minneapolis, which has recently opened a yard for filling mixed car orders, has moved to a more roomy location in the northern part of the city.

* * *

Frank Carter of Menomonie, Wis., a prominent dealer in hardwood stock, was in Minneapolis a few days ago placing some of his supply with local manufacturers.

CINCINNATI GOSSIP.

During the past few days the lumbermen of this city have been favored with calls from some members of the lumber newspaper fraternity. C. V. Kimball, editor of the Hardwood Record, and John W. Long, editor of the New York Lumber Trade Journal, being the visitors.

* * *

Hugh McLean, of Hugh McLean & Co. of Buffalo, N. Y., recently spent a day with Cincinnati lumbermen.

* * *

Another welcome visitor to the Cincinnati market was C. R. Mengel, of C. C. Mengel, Jr., & Bro. Company of Louisville, Ky.

* * *

On Monday night, May 11, the Cincinnati Lumberman's Club will hold its monthly meeting and banquet. The meeting will be an important one, as it is the occasion of the annual election of officers. Another thing to lend it importance is the fact that it is the last meeting of the club prior to the annual meeting of the National Hardwood Lumber Association. A large attendance is expected and a goodly representation of Cincinnati lumbermen will be found at Indianapolis on May 21.

REMOVAL NOTICE.

Stillwell & Co. of Detroit, Mich., announce the removal of their office quarters from 681 West Fort street to 391 Stevens building, at 31 to 39 Grand River avenue, near the Griswold House.

The Licking Coal & Lumber Company, composed of Parkersburg, W. Va., capitalists and lumbermen have purchased 5,881 acres of fine timber and coal land in Morgan County, Kentucky. A railroad from Morehead to West Liberty is now being built and will pass through the land. The company will begin operations this week.

Timber Lands

We offer the following bargains in southern timber lands and sawmills.

COAL AND TIMBER BARGAIN.

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 40,000,000 feet, underlaid by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four-thousand-acre tract; located in Hatcher River bottom, a floating and navigable stream seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country. Price is \$3 per acre; good title. File 72.

1,500 ACRES—ATTALA COUNTY, MISS.

Railroad runs through land; price, \$7 per acre; same cleared, with good houses, fine water and rich land. Timber estimate is as follows:

- 2,000,000 feet gum.
- 1,500,000 feet white and red oak.
- 300,000 feet poplar.
- 300,000 feet pine.
- 700,000 feet hickory.
- 1,500,000 feet cypress, ash, elm, maple, holly, etc.

Refer to File 32.

840 ACRES—LE FLORE COUNTY, MISS.

One and a half to two miles from railroad; price, \$3 per acre for land and timber; quit-claim deed, but good, won in courts. Timber estimate is as follows:

- 700,000 feet white and red oak.
 - 200,000 feet ash.
 - 1,000,000 feet gum.
 - 20,000 feet cypress, elm, ash, holly, etc.
- File 32.

A BARGAIN IN HARDWOODS.

Five thousand acres hardwood on Cumberland Mountain, within three miles of railroad; estimated to cut 10,000,000 white oak, 5,000,000 poplar, 5,000,000 chestnut and 5,250,000 hickory and other timber, including walnut; a portion underlaid with coal; price, \$3 per acre. File 21.

YELLOW PINE AND CYPRESS.

Two hundred and thirty thousand acres in Florida of long-leaf yellow pine timber, solid body, virgin state, never having been turpentine or milled; estimated to cut 360,000,000 feet of pine and 50,000,000 feet of cypress; water transportation to the coast and a railroad is surveyed through it; the tract is well watered and would make good grazing land; price, \$2.25 per acre. File 21.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

We are also able to point out available locations for woodworking and furniture factories where local capital will take stock with competent and responsible managers.

SOUTHERN LAND CO.,
134 MONROE STREET, CHICAGO.

J. F. OLSEN, Formerly Agent for the
Lard and Industrial Department for
the Southern and the Mobile and
Ohio Railways, Manager.

Dealers in Southern Timber, Mineral
and Farming Lands.

ADLER LUMBER COMPANY

MANUFACTURERS
HARDWOOD
FLOORING
Superior Quality.

LYONS, KENTUCKY.

ARE IN
THE MARKET
FOR DRY QUARTER
SAWED WHITE OAK
STRIPS.
STATE QUANTITY
AND PRICE, F. O. B.
CARS SHIPPING
POINT.

WANTED BY THE MARKET

The Markets.

CHICAGO MARKET

In spite of the fact that there is a heavy supply of all kinds and grades of wood-working lines, and more trouble to be feared, there is a good business demand for hardwood lumber, with a tendency to even higher prices in most lines. There has been an excellent demand during the past two weeks, and receipts have been increased. The volume of business done has been large, and there is no prospect of a slackening up of demand.

Quartered white oak still leads the market, and the prices being obtained would not have been considered possible at this time last year. The No. 1 common grade is selling at a price which a few years ago would have been considered a good price for firsts and seconds; and firsts and seconds are selling where the same grade of walnut and cherry sold at that time.

Poplar is coming in more freely than for some time past, but the price is advancing rather than weakening. And this applies to all grades.

Cottonwood will have to be marked out of the list as a cheap lumber.

The new cut of basswood is coming into the market, but promises to be utterly inadequate. It is bringing fancy prices and the prospect is that the supply will be absorbed and off the market practically within the next month or so.

Large quantities of maple, birch, elm and other northern hardwoods are coming in by the lakes, but is being rapidly absorbed and prices are stronger rather than otherwise.

Gum lumber is in as strong demand as anything and prices very firm.

In fact, in spite of some handicaps which would be serious in less prosperous times, the hardwood lumber business of Chicago was never better at this season of the year.

ST. PAUL AND MINNEAPOLIS.

Handlers of hardwood at this market center have had a great spring's business. Through the winter consumers seemed indifferent to the situation and only bought for present needs, expecting better prices. When spring trade opened up customers awakened to the fact that stocks were shorter than ever before. Since that time it has been only a question of getting stock to supply the demand. Prices have risen steadily, but this has not checked the demand. Dealers could get almost any figure now for quartered oak and basswood, and the only reason prices are not higher is because they do not care to "rule it in" on their customers. Dry stocks that are left are in a few hands, and very limited in quantity.

Quartered white oak is almost out of the market, and is now quoted at \$75 to \$80, and hard to get at that. The quarter-sawed red oak, which is coming in very limited quantities, commands \$65 easily. The plain oak sells for \$40 and upwards. These high prices have led to the substitution of birch and other woods where possible, and for this reason the yards have been cleaned out for the first time in years of old stocks carried over. Odds and ends that have been in the way have been disposed of at good prices.

There is still a fair supply of dry stock in elm and birch, which is commanding good prices. The only new stock that has come in so far is a few cars of basswood. The shipment was green, but the stock had to be obtained, and it did not relieve the situation any. There is hardly any No. 1 and 2 stock to be had, and culls were

raised a short time ago at the last meeting of the association to \$19. This did not diminish the demand, as the box men must have them, and the price might as well have been higher. The basswood situation will be relieved in a short time with the new stock, but dealers expect high prices to continue. The stringency in oak will be on for at least sixty days longer.

ST. LOUIS.

Reports this week from St. Louis wholesalers indicate that there is a heavier business being transacted than was the case a few weeks ago. Improvement in the southern weather conditions, which have permitted a number of mills which were idle throughout the whole winter and the early spring to resume operations is giving an increase in movement of lumber in this market, and at last there is something of the air of rush and hurry that should have been present throughout the whole spring. While it is true that practically all of the lumber now arriving in St. Louis is already sold and is merely being delivered, the fact that it is possible to make these deliveries is causing great satisfaction, as it indicates that there are rapid gains being made in the production. There is still much complaint in the southern country, however, that the weather has not improved sufficiently to permit the mills to put in full time. Portions of Arkansas, Louisiana and Mississippi are still under water as a result of the recent overflow, and the water is declining very slowly. Some of the mills in this district cannot be operated in less than sixty days, and even then logging will be difficult. In other sections there has been so much moisture in the ground during the winter and early spring that it is utterly impossible to do satisfactory work in the woods, and many mills which are in operation are only able to run three or four days a week. There is a wonderfully active demand at first hands for practically every item produced in the southern country, and the buyers are willing to pay top prices. Competition was never stronger among the buyers, and, while they are accomplishing more than was the case at last report, it is probably true that the majority are not yet more than paying expenses. How long these conditions will exist is something of a mystery, but the present demand is so strong that all wholesalers feel assured of great market strength during all the rest of the year. Labor troubles and threatened strikes in various portions of the country are having some minor influence upon the situation and are causing many of the consumers to act in a very conservative manner in attempting to place their orders. On the other hand, the present consumption is greater than the production, and, to a large extent, this is offsetting the effects of the other conditions. The local demand could hardly be stronger than at the present time, and it is noticed that practically every factory stock in the city is still decreasing. The wholesale yards have contracted as heavily as possible for green lumber (the only kind they can buy), and this is now coming in and is being put on sticks. It will be several months before much of this can be moved, and in the meantime the scarcity of dry lumber will continue. It is dry lumber that is wanted by the consumers, and only small amounts of this can be supplied.

Poplar and cypress are still coming in quite freely by river, but the market is still very much undersupplied. The highest prices prevail and the demand is so strong that it is hardly probable that there will be a decline on any item in the near future. Cottonwood retains its wonderful

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F. C. REILLY, General Agent,

24 Marquette Bldg., Chicago

A. HILTON, General Passenger Agent,
St. Louis, Mo.

strength, and the demand continues to be much stronger than can be successfully coped with. Gumm is quoted on this market at \$16 to \$18 for common and \$13 to \$14 for cull. While some people believe that gum prices will not remain this high for more than six months, there is some doubt as to this in view of the present scarcity of other woods.

As a matter of course the strongest item among the oaks is quartered white, and the local market is almost depleted of this. Quartered red is also becoming quite scarce in all grades and is now almost as active as is white. The strongest call in quartered white oak is for inch stock, the local supply for other thicknesses having been heavier. The increasing demand for plain oak, mentioned in our last report, continues and it develops that there is very little of this class of stock in the city. Gumm is really improving more rapidly than are upper grades, but all grades are wanted in almost unlimited quantities. It is still believed in St. Louis that inch plain oak is destined to reach higher prices than now prevail, and the effort is being made to prepare for this. Heavy thicknesses are also wanted, and local stocks of them are light. Hickory, ash and the other woods handled in St. Louis are in poor supply and strong demand, and the market promises to remain firm throughout the rest of the year.

MEMPHIS.

Memphis, Tenn., May 6, 1903.

The lumber situation has developed as a new feature the last few weeks little beyond a small increase in the mill output at the city mills, but hardly equal yet to the demand. The country mills have in a great many instances gone out of business because of the increased cost of operation and the scarcity of timber. The larger mills have their principal trouble in the trio of transportation, labor and timber troubles. Both the price and demand of lumber are so good that they afford little grounds for complaint. The domestic business is widely distributed and there is a large export movement now, at prices that the American lumbermen themselves have fixed, and that the English and German brethren have fallen into by force of facts. The cypress market has been active and prices strong. It is possible that inquiries are not quite so brisk now on this wood. Quarter-sawed white oak has been selling at \$67 to \$72 the last few days for one to two inch, and the wood is not plentiful at those prices. Quarter-sawed red oak is stiff in price, the range being \$47 to \$50. This wood, however, is easier to get. Plain white oak finds ready sale at \$32 to \$36. Ash is in good demand at slightly improved prices. It is selling at \$35 and \$36 f. o. b. Memphis.

PHILADELPHIA.

Prices on all the hardwoods are high. The dealers are complaining of a shortage of stock and the situation has only been aggravated by the forest fires. White pine is exceptionally scarce and stiff prices are the rule in the market. South Carolina pine is abundant in a few grades only and an advance in price is expected. White and quartered oak are both obtaining good prices in the market as a result of the diminished supply, and both hemlock and cypress are in big demand. The same may be said of chestnut and poplar, the scarcity of both woods being especially noticeable at the local lumber yards.

Dealers throughout the city are com-

plaining of the car shortage, which has made prompt deliveries impossible. For the past six months consignments have been received at the expiration of two and three months' time, where they should have been received in as many weeks. The advent of spring, with the falling off in the coal shipment, has brought a small measure of relief, although the congestion along the lines of travel still continues to hamper prompt deliveries and lumber dealers are expectantly awaiting the end of the difficulties.

BUFFALO.

It is not so difficult to get the orders if one only has, or can get, the dry stock with which to fill them. Quartered oak is king, all right, and plain oak is selling well and bringing good prices. White oak is livening up some, although not bringing such good prices as oak. Cypress is also a good seller at association prices, which are going up steadily. The call for birch is increasing at good prices. Taking it altogether, the situation here is not nearly so bad as it might be. The green stock that has been coming in the past few months is drying out in good shape and will soon be fit to ship, and there is a little seasoned lumber coming to the front all the time.

CINCINNATI.

Cincinnati, O., May 7, 1903.

Last month was a good one for the hardwood trade generally, and May is starting out just as good. The demand, generally speaking, is good. The saw mills in this section are not letting any grass grow under their feet, and are certainly making lumber as fast as is possible. This, coupled with the fact that the demand has let up a trifle on some of the woods, may result in a slight accumulation of stock, which would come in the nature of a novelty. It is hardly expected, however, that any accumulation which may result will have a material effect on prices, at least not for several months.

The slump which was noticed in the furniture and carriage trade still hangs on, and inquiries for lumber from those quarters are not near as numerous and heavy as was expected.

The railroads seem to be master of the situation once again, and cars are once more moving with a regularity and dispatch that is necessary for satisfactory business.

The export trade may be termed good. It is not as brisk as it was a couple of months ago, but it is still in a satisfactory shape and prices being obtained are good and in keeping with the market.

The retail yards in this section claim business satisfactory, although some of the yellow pine dealers make complaint on the business of the past week. This was caused no doubt by the strikes inaugurated on May 1 by many of the labor organizations in this city. Most of the grievances have been adjusted, and the carpenters are again back at work. This strike retarded the builders quite considerably, as all of them had more contracts than they could ably handle, even with a full quota of workmen. The activity in building circles which was inaugurated in this city last spring is being renewed with increased activity, and soon our city will rank with the best of them when it comes to skyscrapers.

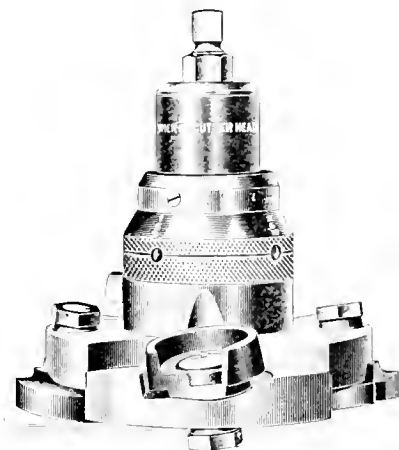
In oak circles there is very little change. The demand on practically all grades continues strong. Prices on quartered white oak are high, and there does not appear to be a fixed price. In plain-sawed firsts and seconds prices are more stable and do

WANTED.

FIRST AND SECONDS AND COMMON

PLAIN AND
QUARTERED **OAK.**

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not fluctuate out very little. However, that in the plain sawed stock is best for the grades below firsts and seconds.

The cottonwood situation is still very active, particularly so in cull cottonwood. Despite the fact that a good many box manufacturers are using gum lumber, and many more going back to poplar, the demand for box common cottonwood continues unabated, even at the present high prices. Select common cottonwood is also in good shape, while firsts and seconds are a trifle less in demand than they were a month ago. Mill culls are also greatly sought after. The trade on cottonwood wagon box boards is good.

About the most notable thing in poplar is the exceedingly heavy demand for the grades of culls and mill culls. The demands of the box manufacturers are heavy and prices on the lower grades may climb. The demand for the other grades is fair.

Red gum in firsts and seconds of all thicknesses is improving in demand. Red common has not yet commenced to follow suit. Sap common is also a little bit tardy. Cull and mill cull gum, on the other hand, is easy sale. Clear sap gum is also enjoying a ready call.

Among the other woods ash, chestnut and maple are most favored.

NEW YORK.

Anyone who knows the conditions surrounding the building trades of New York at the present moment is not at all surprised that the hardwood market of the metropolis is denominated dull and featureless. The retail yards are buying not at all or else in very small quantities.

In fact, what business there is being done is strictly of the hand-to-mouth order and everything seems to conspire to make it so. It is held that this is a bad time for wholesalers to buy because of the famine in manufactured lumber. It is argued along this line that prices are likely to be much easier after the lumber gets on the sticks. This may be true, but if the demand comes in the meantime, the wholesaler will be compelled to buy and thus strengthen the manufacturer in the stand he is taking now when good stocks are scarce and the demand is not so very urgent.

Quartered oak is still the stiffest item on the list, with much difficulty experienced in getting desirable stock. One-inch grades range in price from \$78 to \$80.

Manufacturers of poplar are not anxious to quote prices on some stocks, for they are experiencing unusual difficulty in getting them moved. Cars are almost as scarce as the lumber itself. Still \$50 to \$52 is a good quotation for the better grades.

The improvement in plain oak continues, and the day of comparatively low figures for this lumber seems to have gone by. For good grades, \$43 and \$44 is asked.

Ash is scarce and high at about \$45.

The Cummins-Meyer Lumber Company, composed of S. W. Cummins, Charles Meyer and M. A. Barick, have succeeded the S. T. Dering Hardwood Lumber Company of Petersburg, Ind. They will continue the business on the same general lines at the old stand, manufacturing Indiana hardwoods.

They have built a little town right in the woods and have named it Koelden. They have their own store and all necessary equipment and employ 150 people.

W. A. RUST, President.

F. R. GILCHRIST, Vice-Prest.

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

Three States Lumber Co.

MANUFACTURERS OF

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MILLS:

MISSOURI—ARKANSAS—TENNESSEE.

OFFICE AND YARDS: CAIRO, ILLINOIS.

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

COTTONWOOD—GUM

The Duplex Tally Sheet System

Is a self-computing and mistake proof sheet for counting hardwood lumber by piece tally—in duplicate if desired. It is designed to meet the wants of a hardwood lumber proposition in every respect. They are put up in blocks of 200, one thin sheet alternating with a cardboard sheet, so that you can, if you wish, use carbon paper and get two copies at the same time. Price \$6 for ten blocks—2,000 sheets.

For sample sheets and further information address

THE HARDWOOD RECORD,
134 Monroe Street, Chicago.

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.

USE OF MAHOGANY.

Furniture manufacturers do not consider the question of a future hardwood for their use with the same degree of interest as they do future fads in finish. Manufacturers of fine goods are constantly becoming heavier users of mahogany, and the necessity of an American hardwood to take the place of oak, which is becoming so scarce and expensive as to be a serious matter to manufacturers of medium-priced goods, is daily becoming more imperative. Old-time furniture men recall the fact that over thirty years ago manufacturers of walnut parlor frames in New York and Cincinnati finished them mahogany and rosewood for the New Orleans market, and in the later years, before the modern era of oak, haw cherry, birch, beech and even elm were mahoganized, ebonized and scandelized to take the place of the disappearing walnut. Neither of these woods ever proved very successful finished natural, neither of them were plenty in the lumber markets of the country, neither of them furnished much large lumber, and for these and other reasons neither of them ever appealed very strongly to the furniture trade or to the public, and the demand created for them was short-lived and never really popular. The abundant oak came at good time, but manufacturers, as a rule, adopted it simply as a necessity and considered it only as a temporary expedient. In less than twenty years it is a stronger factor than walnut ever was, not only with the trade, but with the public. It has loaned itself to so many pleasing finishes and has been popularized to the public under so many fancy surnames that the thought of supplanting oak is not a pleasing one. Whatever wood attempts to fill the field must be susceptible of as numerous and as striking finishes as oak has been. It will be many days before any finish will gain the popular favor to the extent that "golden" oak has done, and yet how few dealers can give a very clear idea of the proper shade of the much-lauded "golden." Many manufacturers will have an experimental stage, covering several seasons, before they can render a decision, and many will call to their aids professional finishers and makers of these goods before that decision is reached. When will another American hardwood hold supremacy in the cabinet trades of the country for over twenty years?—American Cabinetmaker.

TORRENS LAND TRANSFER SYSTEM.

Professor James H. Brewster, of the University of Michigan, read a paper at the annual "round-up" of the Michigan State Farmers' Institute, at Owosso, February 24-27, in which he described the Torrens system of land transfer, and advocated it for the state of Michigan. He said the leading features of the Torrens system were that it cleared titles, registered titles, and facilitated and cheapened the transfer of titles. The system provides for an official examination of the title. When the question as to the person in whom the titles rest has been settled, a certificate is to be filled out setting forth the fact, this certificate to remain with the "register of titles," and title only to pass upon a registration on this certificate by the proper public officer, instead of upon the delivery of a deed, as is now the case.

The owner of the property in each instance has a duplicate of the certificate which records the transfer of title, and all indorsements made on the original must also be made by the register on the duplicate. In this way the material facts re-

lating to the title appear upon the face of every certificate, and no examination of title is required. The title is, so to speak, posted, and a single page of the register shows its condition at any time.

After registration, no title to the land can be acquired by prescription or adverse possession. An owner of registered land may convey, mortgage, lease or otherwise deal with his land as freely as if it had not been registered; but no title passes until duly noted on the certificate of title by the recorder. Deeds and other instruments affecting title amount under this system to contracts simply. Title does not pass on the delivery of the deed, as now, but only when on the authority of the deed, the transfer is made on the certificate in the register's office.

Upon the death of a registered owner, his lands may be registered by the court in the name of his heirs or devisees. There is generally provided an assurance fund by requiring that on original registration, and on registration in favor of heirs or devisees, 10 per cent of the assessed value of the land shall be paid to the public treasurer. From this fund compensation is to be made to anyone who, without negligence on his part, sustains loss or damage through fraud or negligence in the registration of the title.

The Slack cooperage stock situation is practically as serious as in tight stock. The fact of the want of snoy in the North and the scarcity of timber has put raw material at a top notch. It is certainly going to give an opportunity for the southern manufacturer of elm and gum staves to push his product, and cottonwood staves, too, if they can afford to pay the price for cottonwood logs and make them into staves, considering the price of lumber. The prices of these southern products are near the point where they ought to be, considering the troubles brought about by high water and other conditions, each of which should be counted in the cost of the product at the southern mill.—Barrel and Box.

The A. Rudd Lumber Company is one of the valuable enterprises of Yazoo City, Miss. They have been located one mile north of the city at Vintonia, Miss., and are operating a large hardwood manufacturing plant at that point, employing between 60 and 70 hands. The company contemplates an enlargement of their plant in the near future to meet demands of the trade.

Forest fires are reported raging in the northern peninsula of Michigan, and in the northern section of Wisconsin. No very serious damage has occurred so far. In Pennsylvania, as noted in our Philadelphia correspondence, was more disastrous.

The C. W. Sowles Lumber Company of Cincinnati commenced sawing with their big band mill on May 4, in Rowan County, Kentucky, where they have many thousand acres of fine timber.

The Mobile & Ohio Railroad advertises low rates to New Orleans on May 19 to 22, account of United Confederate Veterans' Association.

The Cody mill at Pine Bluff, Ark., has been purchased by T. A. Rose & Co., Paducah, Ky. They will improve and extend the plant.

J. A. Tenness and S. B. Lee have formed a partnership to manufacture hardwoods at Ft. Gen., Ky.

BRITISH AGENCY.

Mr. G. Y. Tickle, of Tickle, Bell & Co., mahogany and lumber agents, Liverpool, England, expects to be in the United States and Canada during May and June.

Firms desiring active British representatives may arrange interview by writing Mr. Tickle, care *Hardwood Record*.


The Langstaff Wagon Company has been incorporated at Greenwood, Miss., with a capital of \$50,000, to manufacture wagons and carriages.

Chas. D. Fuller of Kalamazoo, Mich., is at the head of a big company that has recently purchased 20,000 acres of timberland in the vicinity of Asheville, N. C. Their headquarters will be at that point, and they will build a large saw mill, construct a railway and establish a commissary.

EXCURSIONS TO BOSTON.

For the N. E. A. meeting at Boston, July 6-10, 1903, the Wabash road will sell tickets at one fare plus \$2 for the round trip. Choice of routes. Write for handsome illustrated folder, giving full particulars.

F. A. PALMER, A. G. P. A.,
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OAK,
ASH,
POPLAR.

JOHN S. BENEDICT
WAGON STOCK
and HARDWOOD LUMBER
ALWAYS IN THE MARKET.
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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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Colby & Abbot Bldg., Milwaukee, Wis., or

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

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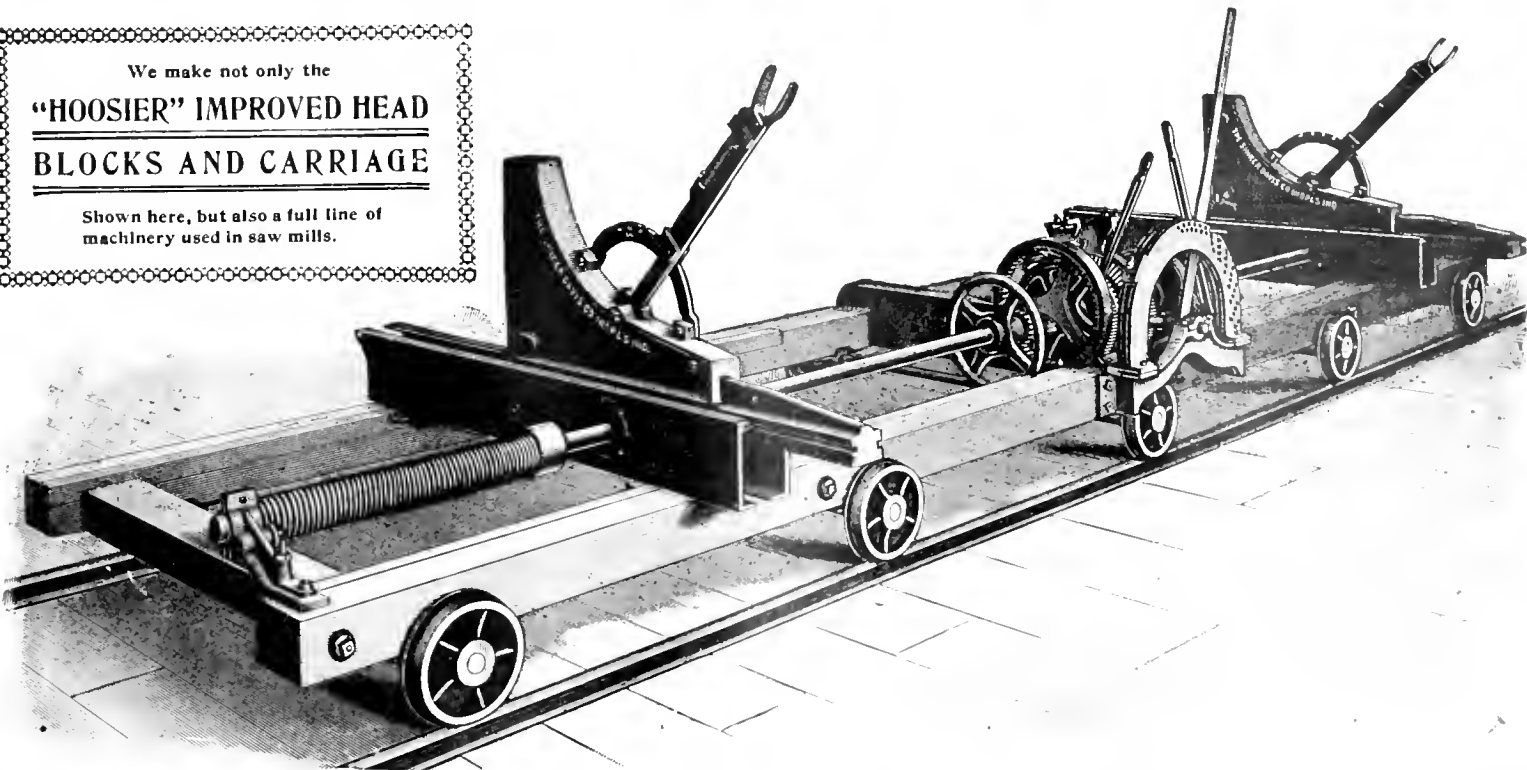
WE WANT TO BUY

Walnut,	Quartered White Oak,
Cherry,	Quartered Red Oak,
Hickory,	Plain White Oak,
Poplar,	Plain Red Oak,
Ash,	Quartered Sycamore,
Elm,	Hard Maple.

CORRESPONDENCE SOLICITED.
INSPECTION AT MILL POINTS.

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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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POPLAR AND HARDWOODS,

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YARDS: CLARK ST. DALTON AVE.

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WANTED—FOR SALE—EXCHANGE.

BUSINESS OPPORTUNITIES.

FOR SALE.

Saw mill—Controlling interest in one near Blytheville, Ark. circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft. per day. Cash or easy terms to responsible party. Address R. U. P., care Hardwood Record.

FOR SALE.

In a thriving town in Missouri, planting mill and retail yards, with local business of \$30,000 per annum. No competition; healthful locality, best of reasons for desiring to sell. Address G. G. LUMBER CO., 424 Rialto Bldg., St. Louis, Mo.

LUMBER WANTED.

WANTED.

50 to 100,000 ft. 1 inch good common cherry, shipping dry, for immediate shipment.
STEELE & HIBBARD,
St. Louis, Mo.

WANTED.

Chestnut, 1 inch, 1st and 2nds common.
Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.
DUHMEIER BROS.,
Cincinnati, O.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.
LELAND G. BANNING,
Cincinnati, O.

WANTED.

50 M ft. 1-inch Common Quarter Sawed Sycamore.
100 M ft. 3/4 inch Common Gum.
GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WANTED.

Cull quarter-sawed white and red oak, 1 and 2 inch.
MOSBERGER-O'REILLY LUMBER CO.,
2-7-11 Main and Chambers Sts., St. Louis, Mo.

WE WANT

5 cars 2-inch common and 1sts and 2nds Hickory.
3 cars 2 1/2-inch common and 1sts and 2nds Hickory.
4 cars 3-inch common and 1sts and 2nds Hickory.
2 cars 3-inch 1sts and 2nds White Oak 12 to 16 ft.
10 cars 1-inch common and 1sts and 2nds Poplar.
5 cars 2-inch common and 1sts and 2nds Poplar.
5 cars 2 1/2-inch common and 1sts and 2nds Poplar.
5 cars 3-inch common and 1sts and 2nds Poplar.
10 cars 1-inch Gum, cull, common and 1sts and 2nds.
10 cars 1-inch and 1 1/4-inch cull Cherry.
EMPIRE LUMBER CO.,
1-10-11 No. Branch and Blackhawk Sts., Chicago.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak
WRITE US.
CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.
PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED FOR CASH.

100 M ft. of 2-inch common and cull basswood.
Address R. E. BECKER CO.,
68 Pickering Bldg., Cincinnati, O.

WANTED.

To contract for 200 M ft., 2-inch log run Gum.
GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WANTED.

Shipping cull plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.
DUHMEIER BROS.,
Cincinnati, O.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/4 inch, and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.
L. W. RADINA & CO.,
Clark St. and Dalton Ave. Cincinnati, O.

WANTED.

25 Cars 2 1/4 x 4 1/2—26-inch White or Red Oak, green or dry, delivered here.
20 M feet 2x2—48-inch White Oak, dry, delivered here.
Everything in Cherry, especially 1 1/4-inch and thicker.
One carload 1 1/2-inch and one carload 2-inch sound wormy Chestnut delivered in New York City.
One carload 3-inch log run Gum, delivered in New York City.
A large amount of 1 1/4-inch and thicker 1st and 2nd Maple; can use some No. 1 common.
1-inch quartered White Oak.
Please quote us.
ROSS LUMBER CO.,
Jamestown, N. Y.

WANTED.

1 1 1/4, 1 1/2, 1 3/4, 1 1/2 and 2 inch clear white and red oak squares, 24 inches long.
1 1 1/2, 2 and 2 1/2 inch common and better bass wood.
1 1/2 x 1 1/2—15-inch clear maple or birch.
2x2—15 inch clear maple or birch.
3x3—13-inch clear gum or ash.
3-inch common and better soft elm.

THEO. FATHAUER CO.

2-7-11 134 Monroe street, Chicago.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
2-21-11 Station "N," Cincinnati, Ohio.

WANTED—FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address
O. E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,
East St. Louis, Ill.

WANTED—RED GUM.

Five to 8 cars 1-inch fairly dry 1st and 2nd for prompt shipment.
Quote price f. o. b. shipping point.
3-7-4 Address A. L., care Hardwood Record.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and seconds.
1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds.
10 cars each 4x5—6 foot or 12 foot Hard Maple Axles.
50 cars W. Oak Bill stuff
100 cars Crating, all kinds.
What is your specialty?
We reach every part of the United States.
Address Hardwood Dept.,
AMERICAN LUMBER & MFG. CO.,
Pittsburg, Pa.

WANTED.

Butternut, 1sts and 2nds, 1, 1 1/4 and 1 1/2 inch.
Cherry, 1sts and 2nds and common 1 1/4, 1 1/2, 2 inch.
Chestnut, all grades, 1 to 2 inch.
Cypress, 1sts and 2nds, 1 1/4, 2, 3 inch; selects, 1 1/2 inch.
Cottonwood, all grades, 1 inch.
Red Gum, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch
Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch.
" " " " common, 1 1/4, 1 1/2 inch.
" " " " plain sawed, 1sts and 2nds, 2 1/2 inch.
White Oak, " " " " 1sts and 2nds, 1 to 4 inch.
" " " " quartered, 1sts and 2nds, 1 to 2 inch.
" " " " strips, 1, 1 1/4, 1 1/2 inch
" " " " common, 1, 1 1/4, 1 1/2 inch.
Yellow Poplar, 1sts and 2nds, 1 to 4 inch.
" " " " 1sts and 2nds, 4x4 to 8x8 inch.
" " " " common, 4x4 to 8x8 inch.
" " " " selects, 1 to 2 inch.

Parties buying any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
Buffalo, N. Y.

WE WANT

2-inch hickory in all grades, green or dry. Write us.
TOWNSEND & THOMPSON,
North Manchester, Ind.

WANTED.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO.,
Indianapolis, Ind.

**IF you want cash for
your lumber, write
M. ROEDER,
1440 Roscoe St., CHICAGO.**

WANTED—FOR SALE—EXCHANGE.

WANTED.

5 cars each, 1, 1½ and 2 inch 1st and 2nd Sap Gum, 5 cars 1-inch quarter sawn Sap and Red Gum, 5 cars 1-inch common Red Gum, 5 cars 1-inch common Sap Gum. For delivery within 30 to 90 days. Quote delivered on a New York, also on a Boston, rate. Address M. N. S., care The Hardwood Record.

WANTED.

Large quantities of Poplar electric wire casings for export. Will pay cash. Address "CASING," care The Hardwood Record.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress. Will inspect at shipping point and pay cash. BUFFALO HARDWOOD LUMBER CO., 940 Seneca St., Buffalo, N. Y.

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—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.

WANTED.

100 M feet Poplar, any thickness and grade, 100 M feet Red and White Oak, any thickness and grade, 30 M feet 1½ to 4 inch, 1st and 2nd Hickory. PINK, HEIDLER & CO., Robey and Blue Island Ave., Chicago.

WANTED—WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash. H. A. LANGTON & CO., Terre Haute, Ind.

LUMBER FOR SALE.

FOR SALE—DRY LUMBER.

Arkansas Red Gum, in all grades, Oak, plain sawn red, 1st and 2nd, Oak, plain sawn red, common, Poplar, 1st and 2nd, Poplar, common, Poplar, cull, Oak, plain sawn white, 1st and 2nd, Oak, quarter sawn white, 1st and 2nd, Oak, quarter sawn white, common, Oak, quarter sawn white, strips, 3x8 and 3x10 Red Oak bridge plank, And anything in line of hard woods. J. V. STIMSON, Huntingburg, Ind.

FOR SALE.

Large amount of 6 x 8, 8 ft. Oak and Chestnut Ties ROY LUMBER CO., Nicholasville, Ky.

FOR SALE.

Cedar Posts and Poles. J. S. GOLDBIE, Cadillac, Mich.

FOR SALE.

60,000 ft. 4x4 and 5x5—6 to 12 inch long Red Cedar squares. ROANOKE CEDAR CO., Roanoke, Va.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar, 200,000 ft. 1-inch log run Chestnut, 50,000 ft. 1-inch dry common quartered Red Oak, 75,000 ft. 2-inch common and better, shipping dry, White Oak, 20,000 ft. 1-inch, dry, mill-cull Walnut. NORMAN LUMBER CO., Louisville, Kentucky.

FOR SALE.

Out of band mill sawing mostly quartered oak, plain oak and some poplar. For further particulars address "BAND SAWED," care Hardwood Record.

FOR SALE.

Yellow pine pole stock, in standard sizes, from 2x6—10 to 4x8—12 feet, both green and dry, for immediate as well as future shipment. Write us your wants quick.

THE FARRIN-KORN LUMBER CO., Cincinnati, O.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades, 100 M ft. 1-inch log run Soft Maple, on grades, 3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1½ and 1¾ inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades, 20 M ft. 1 to 2 inch log run Walnut, 100 M ft. 1 to 2 inch Cherry, all grades. This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO., Jamestown, N. Y.

WANTED.

1 inch cull and better plain and quartered 1½ inch common and better WHITE OAK. Can take mixed cars. Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

FOR SALE.

5,000 feet 24x6 inch and up 1sts and 2nds quartered White Oak, 4,000 feet 2½x6 inch and up 1sts and 2nds quartered White Oak, 9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak, 700 feet 3½x6 inch and up 1sts and 2nds quartered White Oak. Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up. EMPIRE LUMBER CO., 1142 Seneca St., Buffalo, N. Y.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired. KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.

WANTED—CONTRACT.

I have two million feet of fine oak, white and red. I wish to manufacture to suit purchaser. F. G. BUFORD, Lambert, Tenn.

TIMBER PROPOSITIONS.

HARDWOOD STUMPAGE FOR SALE.

300,000 White Oak Trees, 20 in. diameter up, averaging 30 feet to limbs, \$1.25 tree. Can have delivered in boom at railroad station in Kentucky for \$6.50 per M in addition. 5,000 Poplar Trees in Kentucky, from 20 in. up to 60 in. diameter. 3,000 acres Stumpage, principally Poplar and White Oak, on railroad in Kentucky, direct line to Cincinnati, O. Plenty of hardwood propositions on hand that are rare bargains. E. B. MILLER, 155 Washington St., Chicago.

WANTED.

We have a nice acreage of timber in Campbell Co., Tenn., on railroad, and desire to contract with a responsible party who has his own mill and can manufacture stock properly. Address at once THE C. W. SOWLES LUMBER CO., Suite 11, Blymyer Bldg., Cincinnati, O.

FOR SALE.

One million feet of poplar trees and one-half million feet of white oak trees, within two miles of station on L. & N. R. R. For further particulars address W. J. EMBRY & CO., 1 E. Seventh St., Columbia, Tenn.

WANTED TIMBER LANDS.

The Hardwood Record, agent of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

FOR SALE.

Small oak on 7,500 acres. Railroad through property. For particulars write to C. M. T., care Hardwood Record.

MAHOCANY STUMPAGE FOR SALE.

Owners of extensive tract of virgin tropical forest, heavily timbered with approximately 300,000,000 feet of mahogany and other choice cabinet woods, easily accessible by navigable river flowing to Gulf of Mexico, wish to correspond with firm or corporation of practical lumbermen for sale of stumpage. Terms liberal. Big fortune to be made from building plant for cutting veneers. Address MABOGANY, P. O. Box 2012, Philadelphia.

MACHINERY.

WANTED, AT ONCE.

Complete second-hand Band Mill. Must be modern in equipment. Advise with detailed description and price. Address J. V. STIMSON, Huntingburg, Ind.

FOR SALE—PORTABLE SAW MILL.

Complete with edger, engine, boiler, bolting, shafting, tools and all necessary accessories. Capacity 10,000 to 15,000 feet daily. Timber all cut reason for desire to sell. Will sell at a bargain to immediate purchaser. Address RUSKAUFF LUMBER CO., 2-21-11 Pittsburg, Pa.

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 CHEAP.

One Coe Veneer Cutter, 76-inch knife. Address BOX "A," Algoma, Wis.

WANTED.

Steel rails to build 3½ miles of tram—twelve to twenty pounds. EUREKA HARDWOOD LUMBER CO., Beeton, Ark.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care HARDWOOD RECORD.

FOR SALE—MACHINERY—Second Hand Circular Saws good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self feed Boiler, one second hand Pony Saw Mill, one second hand Bundle Saw Mill, one 20 H. P. Portable Engine, one Knight's U Mill, one Knight's Fay Knife Grinder, one Fay Moulder, one er, two 8 ft. Self-feed Pumps, one 10 H. P. Emery Wheel Stand, ing Machine, one one Rault's Dovetail Double Shaper, one 24 one Fay Surface, one Self feed Rip Saw, one Fay Variety Saw, one Engine Generator, one Variety Wood-worker, one Colson's 36 Hand Saw. THE MILLER OIL & SUPPLY CO., Indianapolis, Ind.

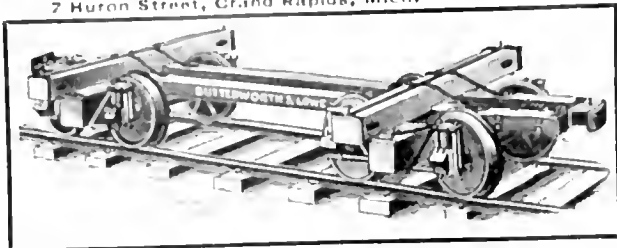


Wanted—Mill Culls
IN 1-INCH POPLAR, COTTONWOOD AND GUM.
E. L. EDWARDS, Dayton, O.

BUTTERWORTH & LOWE,

7 Huron Street, Grand Rapids, Mich.

Log Cars of
All Kinds
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Steam
or
Tram
Roads.



Send for Logging Car Catalogue.

Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.

ANN ARBOR RAILROAD

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Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-
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VANIA, VIRGINIA AND ALL EASTERN POINTS. : : : 1

The Favorite Route for Lumber Shipments. First-Class Passenger Accommodations.

FOR INFORMATION APPLY TO **T. E. RIELY,** Com'l Agent, **MILWAUKEE, WIS.**
Ann Arbor R. R.

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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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the



The remedial properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$5 up to \$35 per week, including free use of all the waters.

Booklet telling all about the waters and giving list of hotels and boarding houses, with their rates sent free.

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MORE SPEED
LESS LABOR
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THE AMERICAN WRITING MACHINE CO.

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ATTENTION, FARMERS:

Why remain in the North and stay in doors six months in the year consuming what you raise during the other six months? Go South where you can work 'out doors every month in the year, and where you are producing something the year round. If you are a stock raiser you know your stock are now "eating their heads off" and, besides, have to be protected from the rigors of winter by expensive shelter. Cost of production determines place of production, and Alabama and Florida can produce beef and sheep cheaper than any other state, and must become the center of a great industry already begun. Economical stock feeding requires the combination of both flesh-forming and flesh-forming foods in certain proportions. Alabama and Florida contain millions of acres of unutilized cheap range, and these lands when cultivated produce in abundance the velvet bean and cassava, the first a flesh producer, and the latter a fat producer, and they are the cheapest and best fattening materials known to the world. If you are interested and desire further information on the subject, address

G. A. PARK,

Gen'l Industrial and Immigration Agt.,
LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.

LIST OF STOCK

ON HAND AT THIS DATE.

Richmond, Ind., April 21, 1903.

QUARTERED WHITE OAK.

5 M feet 1 inch common strips.

PLAIN WHITE OAK.

6 M feet 1½ inch firsts and seconds.
8 M feet 1½ inch firsts and seconds.
6 M feet 2 inch firsts and seconds.

QUARTERED RED OAK.

5 M feet 1 inch strips.

PLAIN RED OAK.

50 M feet 1 inch firsts and seconds.
100 M feet 1½ inch firsts and seconds.
50 M feet 1½ inch firsts and seconds.
6 M feet 2 inch firsts and seconds.
150 M feet 1 inch common.

WALNUT.

7 M feet 1 inch firsts and seconds.
5 M feet 1½ inch firsts and seconds.
5 M feet 1½ inch firsts and seconds.
6 M feet 3 and 4 inch firsts and seconds.
10 M feet 1 inch common.
5 M feet 1½ inch common.
5 M feet 1½ inch common.
10 M feet 1 inch cull.
5 M feet 1½ inch cull.
5 M feet 1½ inch cull.

ASH.

12 M feet 1 inch firsts and seconds.
30 M feet 1 inch common.
1 M feet 2½ inch common.
20 M feet 1 inch cull.

CHERRY.

2 M feet 1 inch firsts and seconds.
2 M feet 1½ inch firsts and seconds.
5 M feet 1 inch common.
4 M feet 1 inch cull.

SUGAR.

20 M feet 1 and 1½ inch cull and common.
14 M feet 1½ inch common.
7 M feet 2 inch log run.

HICKORY.

4 M feet 1 inch cull.
10 M feet 1½ inch common and cull.
10 M feet 2 inch firsts and seconds.
5 M feet 1½ inch firsts and seconds.

PLAIN SYCAMORE.

3 M feet 1 inch firsts and seconds.

QUARTERED SYCAMORE.

5 M feet 1 inch firsts and seconds.
3 M feet 1 inch common and strips.

BEECH.

3 M feet 1 inch.

We also carry a complete assortment at our branch yards at Evansville, Ind., and Jett's Creek, Ky.

C. & W. KRAMER,

RICHMOND, IND.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

PINE (Norway) AND HEMLOCK LATH.

CEDAR POSTS.

High Grade Maple Flooring

Kiln Dried, End Matched, Polished and Bored.

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Lumber Co.

204 Grand Ave.

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Manufacturers and Jobbers

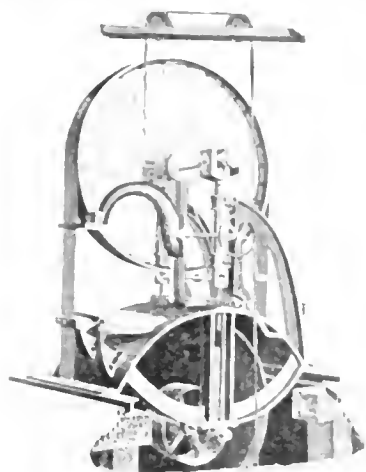
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Hardwood Lumber.

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PORTABLE BAND SAW MILL

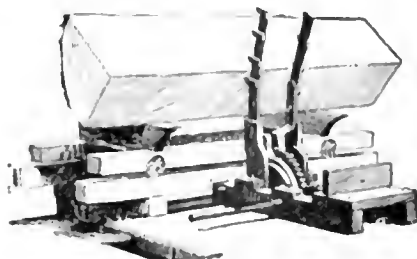
The 12 ft. wheels 8 feet in diameter for saw carriage, and the saw carriage 12 feet in diameter and the drive shaft 24 inches in diameter for a 12 inch belt. The mill runs at 100 revolutions per minute. This saw readily cuts 10 to 15 per cent more lumber of the same size than can possibly be cut by the ordinary rotary saw. It will cut as smoothly and evenly as the highest priced mill now on the market, while the cost of a cut 12 ft. machine is charged for mills having 20 ft. or more diameter wheels.

We are prepared to furnish Saw Carriages, Edgers, Trimmers and everything necessary for complete Saw Mill Equipments.

PHOENIX MFG. CO.,
EAU CLAIRE, WIS.

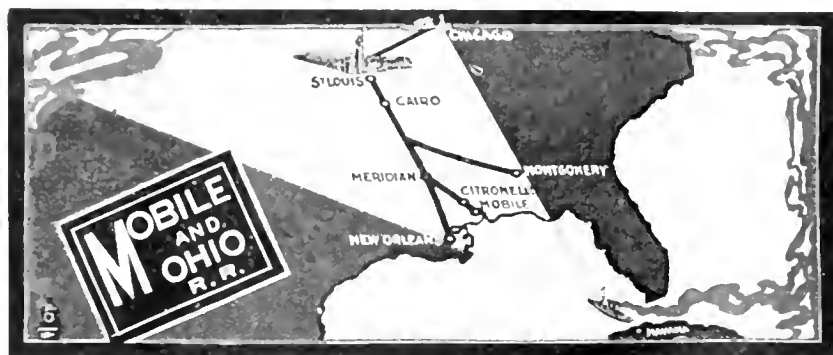
THE EDWARDS LOG TURNER

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.

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See that Trade Mark?

That's a strong assertion, but we live up to it and our regular customers know that we do. That's why we keep them. We could satisfy you, too, if we had the chance.

The purchaser of an ATKINS SILVER STEEL SAW may rest secure in the knowledge that he is receiving a saw that is the PERFECTION of material, temper and workmanship. THE ATKINS WARRANTY is like old wheat in the mill—you can bank on it.

Write for our 1903 Sawyers' Hand Book, if you have not already received it. Your sawyer and filer will appreciate it. Free for the asking.

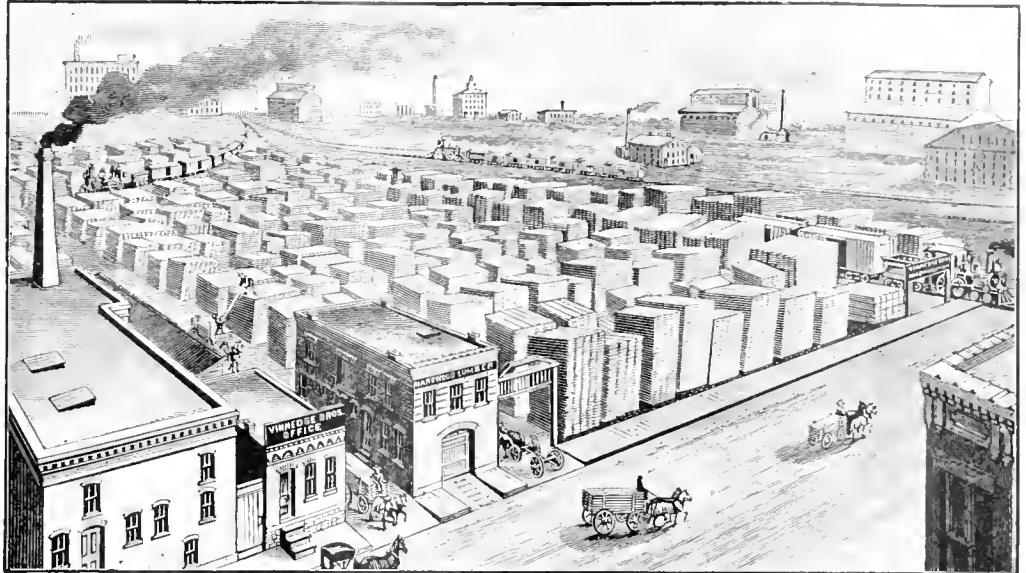
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VINNEDGE BROS., WHOLESALE DEALERS IN **HARDWOOD LUMBER.**

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.

LOGS = LOGS

Highest Market Prices paid for

**Walnut, Cherry
 White or Burr Oak
 and Poplar Logs**

For full information concerning prices, shipping instructions, etc., address

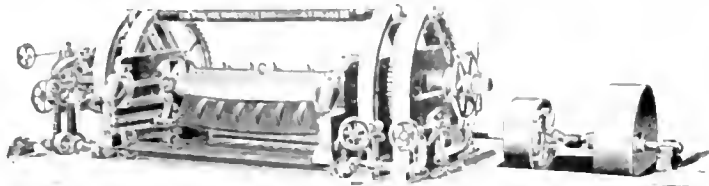
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IF YOU WANT THE BEST

Wood Working Machine on earth. By the Coe & Wood machine. Heavy, well made, fully guaranteed satisfactorily on its merits. The best designed machine on the market. We meet all requirements with this machine and invite correspondence.



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\$1.25, Carriage Prepaid.

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**D. G. EDWARDS, Passenger Traffic M'g'r,
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ATTENTION!**

WHEN YOU ARE NEEDING

**Belting, Wire and Manila Rope and
Cordage, Blowers and Fans,
Rails, Lumber Tools, Chain Dogs, or
Supplies of Every Description,**

This house is at your service.

Queen City Supply Co.,

PUCHTA, PUND & CO.,

201, 203, 205 W. Pearl St., Cincinnati.

We carry the largest stock of any supply house in the country.

OVER 35,000 IN USE IN
EVERY KIND OF TIMBER



**THE ONLY SUCCESSFUL
INSERTED-TOOTH SAW**

**THE TWENTIETH
CENTURY SAW.**

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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The genuine is made only by

R. HOE & CO.,
504 to 520 Grand Street,
NEW YORK, U. S. A.

Catalogues with prices and further particulars sent on application.

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FERDINAND BOSKEN. JOSEPH BOSKEN.

Cincinnati Hardwood Lumber Co.,

FINELY FIGURED QUARTER SAWED OAK VENEERS A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

Station N, - - CINCINNATI, O.

Write us before selling. If in the market to buy we can interest you.

WM. F. GALLE & CO.

ALL KINDS

Hardwood Lumber

We solicit correspondence with buyer and seller.

Budd St. and Cincinnati Southern Ry. CINCINNATI, O.

L. W. RADINA & CO.

CINCINNATI, O.

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.

WESTERN LUMBER CO.

WILL PAY CASH FOR DESIRABLE LOTS OF

WALNUT, PLAIN AND QUARTERED OAK, ASH, MAPLE, SYCAMORE, ETC.

Mill Men are Invited to Send Stock List.

Office and Yards: Richmond Street and McLean Avenue, CINCINNATI, OHIO.

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MAHOGANY LOGS and LUMBER

WALNUT, OAK, POPLAR, CHESTNUT. constantly on hand.

Yearly Contracts and Correspondence Solicited.

OFFICE, 68 PICKERING BLDG.

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HARDWOOD ... LUMBER ...

SPECIALTY OF CYPRESS.

CORRESPONDENCE SOLICITED FROM BUYER AND SELLER.

CINCINNATI, OHIO.

THE J. W. DARLING LUMBER CO.

SOLICIT CORRESPONDENCE WITH BUYERS AND SELLERS OF

COTTONWOOD, CYPRESS, GUM, ASH, OAK and POPLAR.

OFFICES: Union Trust Co. Building, CINCINNATI, OHIO.

LELAND G. BANNING,

OFFICE: S. W. COR. 5th AND MAIN STS.
YARDS: SOUTH SIDE 8th AND McLEAN AVE., CINCINNATI, OHIO.

IN THE MARKET FOR ALL KINDS OF

...Hardwood Lumber...

OUR SPECIALTIES ARE

WALNUT, QUARTERED OAK AND ASH,

For which we will pay the highest market price in cash. Correspondence solicited.

WANTED FOR CASH.

OAK PLAIN-SAWED RED OR WHITE
QUARTER-SAWED RED OR WHITE
ALL GRADES 1 IN. TO 2 IN. THICK

Also in Market for POPLAR, WALNUT, ASH CHESTNUT, BASSWOOD, CHERRY, Etc.

Stock Lists Solicited from Mill Men.

DUHLMEIER BROTHERS, Cincinnati, Ohio.

CINCINNATI, OHIO

GRAHAM LUMBER CO.,

Poplar and Hardwoods.

41 East 4th Street,

CINCINNATI, - - OHIO.

BENNETT & WITTE,

Cash Buyers of

Poplar, Cottonwood, Ash,
Red Gum, White & Red Oak

BOTH PLAIN AND QUARTERED.

We Also Manufacture and Carry a Large
Stock of Above Named Woods.

222 West 4th St., CINCINNATI, O.

MAHOGANY ^{AND} QUARTERED OAK

Lumber and Veneer.

Always in market for
BLACK WALNUT LOGS.

THE
Maley, Thompson & Moffett Co.

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Manufacturers of and Dealers in

Walnut, Oak and Poplar Lumber.

EXPORTERS OF

Walnut, Oak and Poplar Logs.

Band Mill and Office: CARTHAGE PIKE, ST. BERNARD,

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BUFFALO, N. Y.

WANTED—FOR CASH.

PLAIN WHITE AND RED OAK, QUARTERED WHITE AND RED OAK,
POPLAR AND CYPRESS. PLEASE WRITE.

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932 Elk Street, BUFFALO, N. Y.

EMPIRE LUMBER CO.,

1142 Seneca Street,

BUFFALO, NEW YORK.

WANTED! FOR CASH.

Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

WRITE US.

We Want to Buy for Cash

Plain-Sawn Oak, 1 inch and thicker.
Quarter-Sawn Oak, 1 inch and thicker.
Chestnut, 1 inch and thicker.
Poplar, 1 inch and thicker.
Cypress, 1 inch and thicker.

ALWAYS READY TO INSPECT AT SHIPPING POINT.

Buffalo Hardwood Lumber Co.,

Main Office and Yard, 940 Seneca Street

BUFFALO, N. Y.

HUGH McLEAN & CO.

1074 SENECA ST., BUFFALO, N. Y.

WE WANT

Plain Oak, 1 to 4 inches thick.

Chestnut, 1 to 2 " "

Cypress, 1 to 2 " "

WE PAY CASH and are always in the market
for all kinds of

HARDWOOD LUMBER.

THE HARDWOOD RECORD

Issued Semi-monthly.

Subscription Price: In the U. S. and Canada, \$1.00 per year.
Foreign Countries, 2.00 per year.

Vol. XVI.

CHICAGO, MAY 25, 1903.

No. 3.

E. Sondheimer Co.
MFRS. **HARDWOOD AND BASSWOOD LUMBER**

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PROMPT SHIPMENTS.

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Capital Paid in \$100,000

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POPLAR A SPECIALTY.

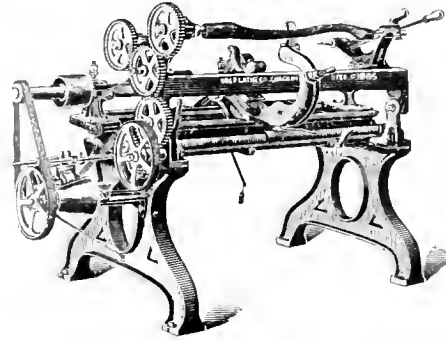
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We shall have that amount to offer during the coming year. We have on hand now several cars 1-inch dry rejects and better, and also some thick No. 2 and No. 3 common. We can cut cherry to order. We shall also have a large amount of white ash and maple, and can make contract for a quantity cut to order. Send us your inquiries, please, for all kinds of lumber.

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Uniform
Quality
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All Lengths and Thicknesses.

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Mills at
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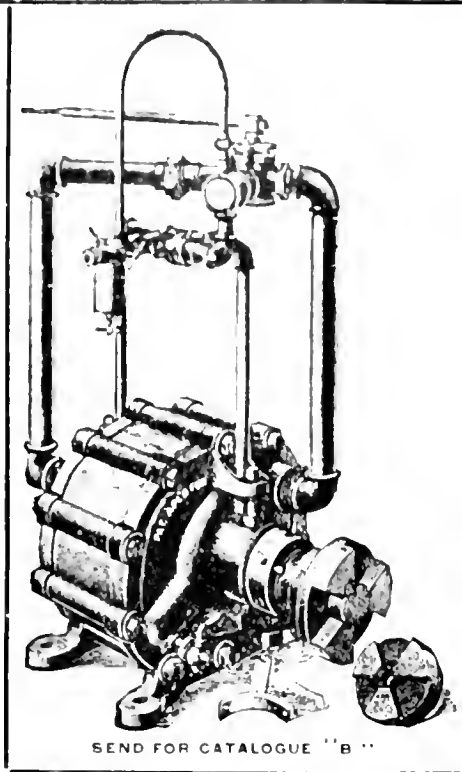
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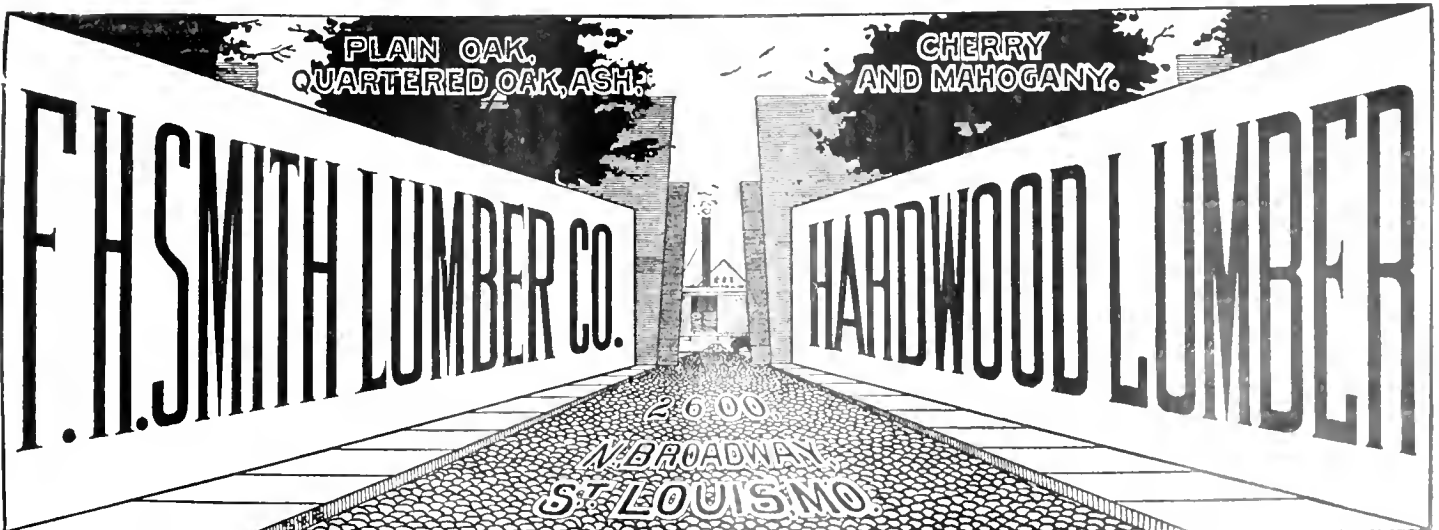
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Lumber inspected at point of shipment.

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KILN DRIED ALWAYS IN STOCK.

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Telephone Canal 744.

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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.

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FRED. W. UPHAM LUMBER CO.

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Wisconsin and Southern Hardwoods

Are always ready to contract for cuts of mills both North and South, and receive lumber at point of shipment.

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Hardwood Lumber, Mahogany and Veneers

We are in the market to buy Oak, Ash, Poplar, Cottonwood, Gum and Hickory.

We have on hand a good stock of Tobasco and Cuban Mahogany, all grades and thicknesses.

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ALL KINDS OF

HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

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Hardwood Lumber, Yellow Pine

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Columbia Hardwood Lumber Co.,

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We are in the market at all times for all kinds of **Hardwood Lumber**. Will pay cash and inspect at shipping point. Write us.

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.

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ALWAYS IN THE MARKET FOR

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WRITE US BEFORE SELLING.

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Successors to Hayden Bros. Lumber Co.

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Always in market for Plain Oak, Quartered Oak and Poplar. Write us.

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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.

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OAK, ASH, POPLAR, GUM, HICKORY.****H. M. NIXON LUMBER CO.**MILLS AT { PRINCETON, KY.
HAMPTON, KY.**THIN OAK AND POPLAR
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CAIRO, ILLINOIS.

Plain Red and White Oak.

DRY STOCK
WISCONSIN and SOUTHERN HARDWOODS.

1000 M feet 1, 1 1/4, 1 1/2, 2, 2 1/2, and 3 inch Log Run Rock Elm.
 775 M feet 1 and 1 1/4 inch Log Run Soft Elm.
 90 M feet 2 inch 1st and 2d Hard Maple.
 125 M feet 1 inch 1st and 2d Hard Maple.
 900 M feet 1, 1 1/4, 1 1/2, 2, 2 1/2 and 3 inch Log Run Birch
 7 M feet 1, 1 1/4, 1 1/2 and 2 inch Curly Birch.
 30 M feet 1, 1 1/4, 1 1/2 and 2 inch common and 1st and 2d Red Birch.
 80 M feet 1 inch Log Run Red Oak.
 200 M feet 1 inch Mill Cull Oak.
 30 M feet 1 1/4 inch Common and Better Basswood.

Our mill at Crandon, Wis., is in the finest hardwood belt of the State.
 This is only part of our stock. Write us when in the market for anything in hardwood lumber.

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VOLLMAR & BELOW
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We are in the Market at All Times for Stocks of Hardwood. Write us.

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REAL ESTATE and LOANS,
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Ash, Basswood, Birch, Rock and Soft Elm, Red and White Oak (Plain and Quarter Sawed)

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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.

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RED GUM OUR SPECIALTY AIR DRIED OR KILN DRIED.
ALL GRADES ROUGH OR DRESSED

Red Oak, White Oak, Ash, Cypress, Soft Elm
Manufactured Into
Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling, Flooring, Bed Slats, Bed Posts, Curtain Pole Stock, etc. Spokes: Club turned Oak and Hickory.

CHOICE EXPORT STOCK.

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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.

SOFT YELLOW MISSISSIPPI CYPRESS

Is superior to all kindred varieties of this timber, because of its peculiar color and textural beauty. It is bright yellow, soft, smooth, tough, strong and flexible, and for ease of working, is next to white pine. It is equal to white or yellow pine for Interior Finish, and better than either for all outside work. We handle it exclusively—all grades and thicknesses. Write us about it.

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MEMPHIS, TENN.**

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Manufacturers and Wholesale Dealers

**OAK, ASH, GUM,
COTTONWOOD AND CYPRESS.**

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P. O. Station "E"

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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.

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Office and Yards: Randolph Road and I. C. R. R.

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Specialty

THIN QUARTERED WHITE OAK.

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We Buy and Sell Choice Hardwood Lumber.

The W. V. Davidson Lumber Co.

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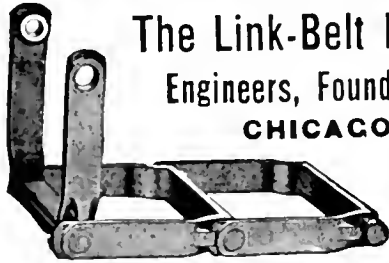
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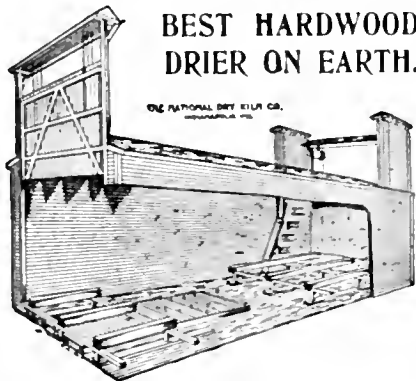
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Illustrated Catalogue,
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We are now ready to book orders for flooring
and mattress frames, giving quick shipment. Cor-
respondence solicited.

ELK RAPIDS IRON CO.,
Elk Rapids, Michigan.



WE CAN FURNISH ANY STYLE DOOR.

The National Moist Air Drier

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

We are drying **HARD MAPLE 1 INCH TO 4 INCHES SQUARE**, and the stock is free
from checks. No trouble in operating your kilns.

EATON MANUFACTURING CO. (Laur Lumber Co.),
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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. XVI.

CHICAGO, MAY 25, 1903.

No. 3

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

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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 26

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 SIXTH ANNUAL.

The sixth annual meeting of the National Hardwood Lumber Association, held in Indianapolis, Ind., on May 21 and 22, was the greatest and most successful meeting the association has yet held.

In the number in attendance there was a gain over any previous meeting of at least 50 per cent. By that we mean that at least 50 per cent more people came to Indianapolis from outside points than came from outside points to any other convention.

The list presented elsewhere is only of those who registered in order to secure seats at the banquet. There are 274 of these, and it is certain that there were not fewer than 350 in attendance at the meeting. At the Chicago meeting two years ago there was probably an equal number in attendance, but at least 150 were Chicago lumbermen or lumber consumers, while of the 350 in attendance at Indianapolis less than 50 were credited that city.

Another characteristic of the meeting was the abundant good humor of all the delegates. There was a great deal of business to be crowded into the two days' session, so much that it was not finished until the banquet on the evening of the 22d, and the members, especially the committeemen, were kept hard at work, but there was an undercurrent of optimism, almost of joyousness, which occasionally bubbled up to the surface. The delegates had the appearance and carriage of men who had done well and were abundantly satisfied with themselves.

That uneasy ghost, the rules question, which had stalked abroad at every former meeting, disturbing the tranquility and peace of mind of every former convention, rested quietly in its abiding place and came not forth to vex the souls of the delegates. The recommendation of the rules committee that the inspection rules of the association be not disturbed was adopted without opposition or debate, and the delegates heaved a sigh of relief.

The debate over the final disposition of the traffic department was so earnest at times as to threaten the harmony of the convention, but the tide of good feeling was too strong for it.

Even the red hot contest over the presidency was at no time bitter, nor personal, nor anything but friendly and good humored. It was unfortunate for the interests of Mr. Russe that he could not be present in person. In so close and hotly

contested an election the absence of Mr. Russe was a fatal handicap to his candidacy. The forces of both Mr. Swain and Mr. Sondheimer were splendidly organized, with a thoroughness and finish which would have made glad the heart of even as thorough a politician as Mark Hanna, and Mr. Russe's absence left him no show in the world. Every vote was thoroughly canvassed and accounted for. So thorough was Mr. Sondheimer's organization that before the first ballot he stated that he would receive 40 votes on that ballot; and when the votes were counted that was what he had. The final ballot, when Mr. Swain nosed out ahead by one majority, shows how closely contested the election was. But for all that it was an eminently good-humored contest—and a year is not a long time.

The election of secretary promised for a time to be very interesting, but at the last moment the name of Mr. J. W. Graham of Cincinnati was withdrawn, and Mr. C. D. Strode was elected by acclamation.

There was no contest over the other offices. A committee was appointed and reported in favor of the following nominations: First vice-president, Mr. H. White, Boyne City, Mich.; second vice-president, C. S. Curtis, Wausau, Wis.; third vice-president, J. J. Rumbarger, Philadelphia; treasurer, W. S. Darnell, Memphis; directors, F. H. Smith, St. Louis; J. T. Burford, Chattanooga; J. Watt Graham, Cincinnati.

The action of the National association in regard to the Hardwood Manufacturers' Association of the United States was what we had expected, and is in keeping with the past record of the association. It extended the olive branch; it evinced a disposition to meet the Manufacturers' association half way; or, if that did not remove the difficulty it would go three-quarters, or, in fact, the whole distance.

There is nothing small about the National Hardwood Lumber Association.

Another development of the Indianapolis meeting, although one which was given very little consideration at the time, is that through the action of the meeting four of the five officers of the association, other than the secretary, are exclusively manufacturers. The president, first vice-president, second vice-president and treasurer are strictly manufacturers. The third vice-president, Mr. J. J. Rumbarger of Philadelphia, is the only officer of the association who is in any sense a lumber dealer.

We would not have you infer that there

was any contest between the manufacturers and dealers over the election. The result, as stated above, was purely accidental and incidental. In the selection of officers, no one paid any attention to whether a candidate was a manufacturer or a dealer. It happened, however, that four out of the five officers elected are manufacturers and will certainly remove from the band of the most narrow and most pre-occupied opponent of the association the last vestige of a foundation upon which to base a claim that the National Hardwood Lumber Association is a dealers' association.

We consider the action taken regarding the appointment of an executive committee of five to have charge of affairs of the association as a very important move and in the right direction.

The raising of the dues to \$25 a year was also, in our opinion, a good move. No association has ever done so much for the lumber trade for so trifling a cost. The association has always been cramped for funds and has only succeeded as it has through the personal sacrifice of its leading members.

Taken all in all, we consider that the Indianapolis meeting, by the wisdom and moderation of its proceedings, put the cap sheaf upon the success of the National Hardwood Lumber Association. By its broad, liberal policy it has removed the last vestige of ground upon which any reasonable man can base opposition; and those who persist in their opposition in an unreasonable manner will meet with no sympathy and have little following.

WHO IS A MIDDLEMAN?

A petition is being presented to Attorney-General Knox by a certain class of middlemen setting forth that the petitioners are being crushed by the trusts and asking that the legality of the trusts and their right to so control the raw material of the country as to crush the "middleman" at will be investigated.

And the petitioners are of a class which the country does not usually have in mind when "middlemen" are mentioned, they being manufacturers of various things, chiefly agricultural implements. That naturally leads one to ask "what is a middleman?" and the natural reply seems to be: "Anyone who does business between the owner of the raw material and the ultimate consumers of the finished product."

When "middleman" is spoken of one is apt to think of the commission man, the retailer or the wholesaler, but the name has also come to mean the manufacturer.

The trusts, of which the petitioners complain, are the Standard Oil Company, the steel trust, the coal trust and others who absolutely own and control the raw materials. These trusts have advanced the price of raw material to a point which, taken in connection with the unusual demands of the labor union, spells ruin for

the manufacturers. At least so the manufacturers state.

We have no particular interest in the matter, however, only as it illustrates the growing meaning of the word "middleman."

At first the middleman only meant the retailer. The wholesaler came, the retailer a middleman and began reaching past him to the consumer. Then the manufacturer began reaching past both the wholesaler and retailer, calling them both middlemen. And now the owner of the raw material calls all these middlemen and is establishing factories and foundries to go past all of them.

Such is the organization of the steel trust. It owns the ore fields, the ore-carrying vessels, the converting plants, and controls the railroads and ocean steamship trust. And of the three classes of middlemen, it has least use for the manufacturer.

In fact, he who owns the raw material commands the situation and anyone between, be he manufacturer, wholesaler or retailer, exists largely on sufferance, provided the owner of the raw material has the capital and ability to handle the entire line.

The wholesaler may do without the retailer and the manufacturer may do without the wholesaler, but all three are equally dependent on the owner of the raw material, and that owner, if represented by a large and wealthy trust, is dependent on none of them. Such an owner may find it profitable to use either the manufacturer, wholesaler or retailer or all three of them, and in their relative value the retailer will probably come first, the wholesaler second and the manufacturer last and least.

STRIKE IN CHICAGO YARDS.

The strike epidemic has entered the lumber ranks. Two weeks ago the tallymen took arench leave of their jobs and left the yards in bad shape for the time being. Two or three of the hardwood yards, it is said, have signed the advanced wage schedule, rather, we think, under a misapprehension as to the character of the situation. From other sources it is learned that these employes are returning to work on the old schedule, but the matter is by no means settled. The tallymen's union was formed some time last year, and, according to our information, a year contract was made in January on a basis of 22 cents an hour for ten hours a day. The demands are now 30 cents an hour, which, considering all the circumstances, is hardly fair on the part of the union.

We are in receipt of advice from the office of Churchill & Sim, lumber merchants, London, that Mr. R. J. Kidman, connected with their American department, will have arrived in New York on the 16th inst, and will during the time at his disposal visit the principal American markets.

THE LABOR TROUBLES.

We have never known so many different strikes going forward at the same time.

A lumberman who does business in a small way in Chicago, going out into the country, buying a few cars and bringing them in and selling them, and then going back for more, had the following experience.

He came into Chicago from the South, after an absence of several weeks, and found a car of his lumber on the sidetrack. The lumber was already sold, so he got some teams and loaded it. When the teamsters attempted to deliver it the customer refused to take it in, all his tally men being on a strike.

The lumberman hadn't known about the strike situation, but he made arrangements over the telephone for storing the lumber. Then he concluded, as he couldn't deliver any lumber, to go back to the country to finish some work he had there.

He accordingly unpacked his valise of his soiled shirts and collars and took them to a laundry to have them laundered, so he might have some clean linen for the trip.

He found all the laundries closed on account of the strike among the laundry employes, and was obliged to take his unwashed linen back to his boarding house.

Somewhat bewildered he boarded a car and rode downtown. He jumped off at one of Kohlsaat's restaurants, where he usually lunched, and found it closed because of the waiters' strike. Then he went into the Lumber Exchange to learn what the situation really was.

That isn't at all a fancy sketch. There are at present twenty-five or thirty strikes going on in Chicago all at one and the same time, and there seems a perfect epidemic of strikes extending throughout the entire country.

It is difficult to determine what the cause of this condition is. Speaker Reed said once that the craze for free silver was a disease—a fever in the people's blood which would need to run its course. There are those who believe the present epidemic of strikes is something of a disease. There is certainly much contagion in successful example; and when the employes in one line see the employes in another line, not only going on strike but getting concessions which add to their wages or shorten their hours, another strike is apt to follow.

There is, however, in our opinion, but one cause for the present labor situation, and it is a very simple one—the unusual demand for labor caused by our abnormal prosperity.

With almost every line of business in the cities short-handed, and with the farmers actually begging for help, almost with tears, it is small wonder that the working people are exacting and capricious.

Let a little spell of business depression come, as it probably will come in presidential year, and the labor situation will come back to normal again.

SIXTH ANNUAL MEETING

NATIONAL HARDWOOD LUMBER ASSOCIATION

PRESIDENT'S AND SECRETARY'S REPORT—ACTION OF STANDING COMMITTEES—LEGISLATIVE WORK—ELECTION OF OFFICERS AND DIRECTORS—THE BANQUET—ATTENDANCE

MORNING SESSION, MAY 21.

The sixth annual meeting of the National Hardwood Lumber Association convened in the auditorium of the Claypool Hotel, Indianapolis, on Thursday, May 21, 1903.

Mayor Bookwalter was introduced and delivered an address of welcome.

The roll was called, and the president, F. H. Smith, presented his report, as follows:

PRESIDENT'S REPORT.

St. Louis, Mo., May 21, 1903.
To the Members of the National Hardwood Lumber Association in Convention Assembled.

Gentlemen:—In presenting this, my last annual message as your presiding officer, I wish to briefly mention some of the things that have been accomplished by the association during the past year and to proffer a few suggestions as to matters that should have your attention at this convention. These suggestions or recommendations are offered only as such, my term of office expiring before they can be taken up and acted upon, and are made with the sole object of facilitating the work of the next administration.

In the inspection department a great deal of good has been accomplished; among other things, a national hardwood lumber inspector has been appointed for the city of New York, a market that was antagonistic to us from the start. A change has now taken place and more or less interest in our rules is being manifested in that city. We consider this alone an advancement of great value to the trade at large. The amount of lumber inspected by the bureau of inspection shows a large increase during the past year. There has been an increased demand for certificates of inspection abroad, and the use of our rules by the United States government and by the largest corporations in every section of the United States and Canada goes to prove the success of this department. The facts and figures will be presented to you in form by the chairman of the inspection bureau committee, Mr. Wall, our first surveyor-general, upon whom the work of systematizing the details of this department devolved, and whose duty it was to inaugurate the work of national inspection in the various trade centers, is deserving of the greatest appreciation from this association for the comprehensiveness with which his work has been done. Having brought the department to a high degree of efficiency and feeling that he could no longer devote the necessary time to this work, Mr. Wall asked for relief, and Mr. Stanton of Buffalo was appointed to fill the vacancy. Mr. Stanton has entered actively into the work and the affairs of the inspection department are being ably

administered by him. Mr. Stanton is devoting his whole time and attention to the work and we may confidently look for a constant development and extension of the business of this department.

In this connection it occurs to me that the work of this department would be greatly facilitated if the office of surveyor-general were more centrally located, and I would respectfully recommend that the headquarters of this department be established in some central district of the United States.

The fact that a new set of rules has been promulgated by the Manufacturers' Association deserves the serious consideration of our association at this session. Our own set of rules was the outgrowth of a long-felt necessity for a definite system of inspection and measurement to apply alike to all branches of the trade in every section of the country and to relieve the hardwood dealers of the necessity of buying lumber under various systems of inspection and selling under various others. To this end it has been our purpose throughout to establish a set of rules that would be fair and equitable to every interest, and whenever any considerable interest evinced dissatisfaction it has been our desire to give careful consideration to their claims and to adjust the differences whenever possible in justice to all the interests involved. The fact that many of our members are also members of the Manufacturers' association should make it possible, not to unite the two associations, but to at least agree upon a set of rules that will be acceptable alike to the dealers and the manufacturers, so that for all time disputes can be settled without arguing the question as to which would be the most advantageous to the manufacturers or which most advantageous to the dealers. I think it will be accepted by everyone that the two sets of rules should be alike in every respect. The dealer is entitled to a set of rules under which he can assort and pile his lumber in his warehouse with a feeling of security, and at the same time the manufacturer is entitled to rules that will insure economy and profit in the manufacture of his lumber.

At our last annual meeting a new department was brought into existence, the freight traffic department. Great injustice was being done the hardwood trade by the railroads in the matter of traffics and classification. Tariffs and classifications were too high, as compared with other commodities. It has been the object of this department to rectify these matters and during the past year a great work has been done along this line. Revisions of rates have been secured and the adjustment of claims has been greatly facilitated and our members have been enabled to get back money paid the railroads on wrong

rates of freight, etc. The chairman of this committee will give you a detailed report of the work accomplished during the past year, and you will also be addressed by the traffic manager, Mr. Hurlbut, upon matters pertaining to his office. From these reports you will be enabled to form an idea of the importance of this department and to act intelligently on matters that will come before the convention.

Personally I am very much in favor of this department, knowing by actual experience that it will save a great deal of money and time, and place all railroad questions on a better and safer basis for the members, not only of the traffic bureau, but of the association at large. I think it is not fair that a few members should bear all the expense of this work. As I pointed out in my semi-annual report, the work of this department is general in its character and must of necessity reflect its benefits upon all alike, and it is only fair and just that each and every one should contribute to its support in some measure proportionate to the benefits derived.

The plan of the traffic bureau, of course, is based upon membership to that bureau per se, and I think that the bureau having become so important to the members at large, the chairman of that committee should have no difficulty in securing signatures of members who will join this bureau as a separate body from the main organization. I would suggest that the chairman call on all members present today with a subscription list and see how many he can get together so as to insure the success of this bureau for the next year.

In passing from this subject I wish to say that much of the credit for the success thus far attained by the traffic bureau must be given to Mr. Bennett of Cincinnati, who kindly volunteered to take Mr. Russe's place when the latter went abroad.

One of the chief difficulties in the way of the successful prosecution of the work of this association has been that of finance. Nearly every other association of this character has had ample funds with which to develop itself and its plans, but this one has not. The dues of \$10 per year do not yield a sufficiently large income, and I would recommend that they be increased to \$25 a year. This, I think, will give us money enough to have the plans of the association properly taken care of outside of the assessment on the members of the traffic bureau.

The matter of the association making a display or exhibit at the World's Fair to be held in St. Louis in 1904 is also a very important item for discussion and action at this meeting. We have with us a representative from the Forestry Department, who will address us on this subject. I

hope this matter will be of great importance and I would recommend that a committee be appointed to formulate plans for making a good exhibit by this association, one worthy of its importance and standing. The hardwood lumber business has never received its proper recognition. Before this association took hold of the trade, I was not thought of and commanded but little respect. The position now occupied by it is such that if this were the only good accomplished by the association, it would be a grand one, and a display by the hardwood men at this world's fair will tend to let the outside world know still further the importance of it.

During the two years I have had the honor of being president of this association I have found that the duties of the office have entailed upon me considerably more work than I had anticipated, and that the numerous details have taken more time and study than I had thought would be required of me. Notwithstanding this I feel that I have been amply repaid by the education I have received while keeping in touch with every phase of the hardwood lumber business, and by the many friends I have made in the trade throughout the entire country. Since the date of organization I have taken an active interest in the work of the association, and it has been a work of great pleasure to me. I regret that personal affairs will hereafter require such close attention as to prevent my continuing an active worker with you. The association is so thoroughly established on a firm basis and has such a strong membership now, I feel that there is an abundance of ability to carry on the work and successfully prosecute the plans of the organization. And in dropping back into a more passive attitude in my connection with the association, I wish to again thank you for the honor you conferred upon me in twice electing me your president, and to assure you of my continued interest in the welfare of the organization. I wish also to express publicly my appreciation of the loyal support I have received from the heads of all departments and to bespeak for my successor the same kindly consideration.

Secretary A. R. Vinneodge of Chicago presented his report as follows:

REPORT OF SECRETARY.

To the president and members of the National Hardwood Lumber Association:

It is my pleasure to submit to you my fifth annual report as secretary of this association, and I am glad to be able to inform you that the year which this report covers has been the most satisfactory, from the viewpoint of the secretary's office, of any since the association was organized.

MEMBERSHIP AND DUES.

We have in the past year, without any special effort, added sixty new members to our membership roll. These new members have joined our association practically without solicitation and for the purpose of securing the benefits of our inspection bureau, our transportation department, or some other branch of the association work.

I have received from all sources \$3,493.70 during the current year. Of this amount I have paid out \$1,334.53 on vouchers attached, leaving a net surplus for the year of \$2,159.17.

SALE OF RULES.

When our revised inspection rules were issued last July ten copies were sent to each member of the association, as pro-

vided by the by-laws. In addition there has been a strong and ready demand for our rules from firms outside of our association. I have sold in the past year 3,587 copies of inspection rules, largely in lots of one to three copies. This sale of rules exceeds that of any previous year by over 50 per cent, and it is an indication of the progress being made in the adoption of our rules of inspection as the standard of the country.

THE STANDING COMMITTEES.

The work of the various departments under direction of our standing committees has progressed favorably throughout the year. We all realize the patience, conservative and arduous labors during the past years of our revision and rules committee. It would seem that after so many prunings the inspection rules of the association ought to be in almost perfect shape and that this committee should have a little rest from its labors. So far as I am advised the rules are fairly satisfactory to the hardwood trade and there is a growing demand for stability, that the rules be let alone for a while, till we get well enough acquainted with them as they are to find out what further changes are necessary.

The Inspection Bureau lost the services of Surveyor-General M. M. Wall, he having resigned on December 1, but in spite of that the progress made has been very satisfactory.

The work which Mr. Wall did in organizing the Inspection Bureau has placed the hardwood trade under lasting obligations, only those closely connected with the work know of the time and attention he bestowed upon that department of the National association. Following the adoption of uniform rules, it was necessary to have some method to secure a uniform application thereof, and the task of establishing the Inspection Bureau was second only in importance and difficulty to the evolving of the uniform rules. This arduous task Mr. Wall undertook with the understanding that in carrying the work through he would entail no financial obligation upon the National association. In other words, the Inspection Bureau was to be made self-supporting from the first. To state the mere fact that under such circumstances he succeeded is sufficient comment upon the ability with which he handled the work. Of course the work could not be carried forward absolutely without funds, but where funds were required Mr. Wall advanced them, and finally, with the Inspection Bureau firmly established on a paying basis, Mr. Wall resigned. His successor, appointed by the Inspection Bureau committee, Mr. C. H. Santon of Buffalo, N. Y., has, in the few months in which he has had charge of affairs of the bureau, demonstrated that the committee's selection was a wise one.

The transportation committee, having charge of the traffic department of the National association, was only appointed a year ago, and the traffic department was not fully organized until last July, with Mr. W. D. Hurlbut at its head. This first year's work has been largely preliminary, but it has already been amply demonstrated that it can be of great benefit to the lumber trade.

CO-OPERATION.

One thing which has impressed me especially during the past year is the growing harmony between the National Hardwood Lumber Association and its constituent associations. There was in some local associations the fear that by affiliating with the National association the local associations would lose their identity and that the

necessity for their existence would pass. This fear has proven groundless. The National association has now been in existence long enough to make a place for itself and establish working relations with the local associations, and I believe the members of the local associations affiliated with the National association will hear me out in the statement that in every case the affiliation with the National association has strengthened the local organizations.

The National association has made no attempt to enter the field of the local associations. It has only sought to represent those associations in matters of general interest and to furnish a common ground upon which all might meet for self-protection in matters of mutual interest.

Each section and each market has interests of vital importance to the lumbermen doing business in those sections and markets which are of no moment to other sections and other markets. Such interests are not for the National association to handle and the hardwood lumbermen of the entire country should have that matter clearly in their minds. Those are matters which it is not the province of the National association to enter into. The National association cannot make price lists, for instance, for the Wisconsin association, the Chicago Exchange or the Indiana association. It cannot compile lists of stocks on hand in all the sections of the hardwood trade, statistics of the input of logs, etc. Those things are for the local associations.

The National Hardwood Lumber Association is not intended to in any wise supersede the local associations, but to supplement the work of such associations, and by so doing strengthen the local organizations rather than weaken them.

RECOMMENDATIONS.

I have but one recommendation to make regarding the future work of the association. You will hear the reports of the various committees having in charge the work of the various departments, each containing its own recommendations, but for facilitating the work of the association and to lend efficiency to the general management I wish to recommend that some action be taken to give the association more centralized guidance. From the day of its organization the work of this association has been done by men who not only donate their time, but have paid their own expenses. There has been absolutely no element of personal profit. The work done has been entirely in the direction of the general good and it is easily possible that the best and most devoted of our workers have received no greater personal benefit than has accrued to many members of the trade who have not been members of this association.

There are now fifteen members of the board of managers, of which nine constitute a quorum. This means that when the board of managers was called to meet, at least nine men had to gather from distant parts of the country to some central point, at considerable sacrifice of time and money. For this reason the officers have been reluctant to call the board of managers together as often as they would have liked or as often as the good of the association required.

As a remedy for this I recommend that provision be made at this meeting for the appointment of an executive committee by the board of managers from its own membership. This committee should hold at least regular quarterly meetings and be subject to the call of the president at any time; and no one should be appointed on the committee who will not pledge himself to give the affairs of the association such

attention as the position of the committee demands.

CONCLUSION.

The duties of this office have grown to a point where they require more time and attention than I am able to give them, and in concluding this report, which will be my last as secretary, I wish to congratulate the members of this organization upon the success which has attended its efforts. It has seemed at times that, considering the ends sought, our progress was slow; but when we look back at the point from which we started we have reason to congratulate ourselves that we have done so well.

In this last report I wish to bear testimony that in the five years of my work as secretary I have never known this association to be swayed in its actions by selfish motives. It has never enacted legislation designed to give one section of its membership an advantage over another section, nor to give its members an advantage over those who are not members. It has treated every proposition brought before it in a spirit of absolute fairness and impartiality, and so long as this spirit dominates its councils no opposition will prevail against it.

In conclusion, I wish to thank the members for the confidence they have placed in me and for their loyal support.

Respectfully submitted,

A. R. VINNEDGE, Secretary.

President Smith then called for reports of standing committees. The revision committee reported as follows:

REPORT OF REVISION COMMITTEE. To the Members of the National Hardwood Lumber Association.

Gentlemen:—We, the undersigned committee on revision and inspection rules, after careful consideration, beg to report to the members now in convention that we unanimously are of the opinion that we serve the interests of the association best, as well as the general hardwood lumber trade at large, by not recommending any changes in the present rules of inspection as adopted a year ago at the St. Louis convention. We arrived at this conclusion not entirely within ourselves, but also took occasion to interview lumber manufacturers as well as lumber dealers on this subject, and the consensus of opinion, with few exceptions, was to the effect that to change the rules for the inspection of hardwood lumber was unwarranted. We believe that our association particularly needs stability on this subject, and to yearly change the rules we would simply adopt a vacillating policy.

Respectfully submitted,

THEODORE FATHAUER,
J. WATT GRAHAM,
W. S. DARNELL,
G. VON PLATEN,
J. M. PRITCHARD.

Report adopted without debate.

The Inspection Bureau committee asked for further time.

Acting Chairman W. A. Bennett of the transportation committee reported as follows:

REPORT OF THE ACTING CHAIRMAN OF THE TRAFFIC DEPARTMENT OF THE NATIONAL HARD- WOOD LUMBER ASSO- CIATION.

Mr. President and Gentlemen of the Convention:—During the absence of your chairman, Mr. W. H. Russe of Memphis, in Europe, I was requested to act in his stead, which I have done, with the result

that will be stated by your treasurer and traffic manager.

It was thought at the inception of this department of the association that all that was necessary for us to do was simply to announce that we had added a traffic department and had employed a competent traffic manager to conduct same, and with this announcement our membership would flock to it and express great anxiety to become members.

We who knew we had the interests of the association at heart and our own interests as well in our business, misjudged this and it is a surprising fact to us, that, while our members have gradually increased until we have quite a representative body of people, yet not by any means

as rated in Dun's, one-tenth of one per cent of our lowest capital rating; any excess of that was rightfully belonging to those who subscribed to this guarantee fund.

Aside from that matter there has been quite an amount of money expended by a few that should be returned to them, and while, of course, we know the association will make that part good to us, yet at the same time it is a very unequal division of the burden, and, to say the least of it, this department has not had the moral and financial support that it so well deserves.

The change in rates and other matters that have been accomplished and will be accomplished by this department are of a character so vast that there is not one of



B. F. SWAIN, PRESIDENT,
Shelbyville, Ind.

the number have taken hold of it that should have done so.

Next to a uniformity of inspection this is the most important feature of our business. We have had all of us difficulties in our business arising out of freight rates, overcharges, reconsigning point and many things that we were not aware of, nor could we be aware of unless we were born and bred in the business; all of these difficulties are overcome through a traffic manager, one who is intelligent in his business and thorough in his work, and such a man we have in our employ, and his report and every action will demonstrate that.

A few of us in the beginning of this traffic bureau subscribed to the guarantee fund some \$200 each; that simply was a temporary fund to start matters off in good shape, yet, however, with the expense we have had as yet you will see and the difficulties under which we have labored none of this money has been returned to us, and a few of us have not only in that amount, but several hundred dollars besides.

Of course, in this guarantee fund of \$200 we were entitled to pay our pro rata,

us that could not afford to pay liberally for its support and then be ahead as an investment more than any other membership of this association. My judgment in this matter is that this particular department should be divorced from the association entirely, although I think the association should endorse and put it on a basis where it will be self-supporting, and this can only be accomplished through means and ways that will broaden its scope and take in lines of business other than lumber. This matter, however, is one for discussion among you, and I hope it will be taken up vigorously in its order and cared for properly, because outside of uniformity of inspection this is the next important factor in any well organized lumber business.

I desire to thank my friends for the support they have given me in this undertaking, and thorough co-operation I have had from the transportation committee of this bureau. I do not think that, in view of our expenses and lack of support, we make a bad showing.

It is unnecessary for me to expand on this matter, as the reports of the president and traffic manager will be of a character

REPORT OF THE COMMITTEE ON OFFICERS' REPORTS.

Mr. T. J. Moffett read a report of the committee on reports of officers of the association to consider the recommendations contained therein.

Motion carried and the committee by the convention as follows: T. J. Moffett, G. Von Platen and S. L. Dodds.

Mr. W. D. Huribur, secretary of the association, was then introduced and asked to address the meeting explaining the working of the Traffic Bureau. He read a report of the business of his department and after some discussion consideration of same was postponed until the afternoon session.

Dr. Tarleton H. Bean of forestry department of the Louisiana Purchase Exposition was introduced and delivered an address upon the advisability of the National association taking some action looking to the proper display of hardwoods at the exposition.

Meeting adjourned to 2:30 p. m.

AFTERNOON SESSION, MAY 21.

Secretary Vinmedge read invitations from C. P. Wallbridge, president of the Business Men's League of St. Louis, and from D. B. Francis, president of the exposition, inviting the association to hold its next annual meeting in St. Louis. Also read some letters of regret from members of the association unable to be present.

The committee on reports of officers, being ready to report, submitted the following:

REPORT OF COMMITTEE ON OFFICERS' REPORTS.

To the President and Members of the National Hardwood Lumber Association:

Your committee on the officers' reports feel that the thanks of the association are due its officers for the comprehensive reports submitted, and also for their untiring and efficient efforts on behalf of this association.

After due consideration of these reports and the recommendations contained therein, your committee recommend that the suggestion of the secretary that the board of managers appoint an executive committee of five from its members, which executive committee shall have full power to act instead of the board of managers at any time, be adopted and that the board of managers be empowered to appoint this executive committee.

Upon recommendations made by the president your committee report as follows:

We recommend that the headquarters of the Inspection Bureau of this association remain at Buffalo. We feel that by so doing the surveyor-general will be in better position to secure the benefit of the former surveyor-general's experience.

Your committee makes no report upon the recommendation concerning freight traffic department, as a time has been set for a discussion of this matter in open meeting of the association.

Your committee recommends that the annual dues be made \$25, in accordance with the suggestion of the president.

Your committee strongly indorses the ap-

pointment of a representative of the association to the World's Fair at St. Louis in 1904, and recommends that your committee be authorized to appoint the person or persons of whose interests respect

T. J. MOFFETT,
S. L. DODDS,
G. VON PLATEN.

On adoption the report was read by the convention and adopted as read.

The Inspection Bureau being called upon made the following report:

REPORT OF INSPECTION BUREAU.

Indianapolis, Ind., May 21, 1903.
To the President of the National Hardwood Lumber Association.

We, your committee on Inspection Bureau, beg leave to report as follows:

In the three years since your inspection bureau has been in operation there has been inspected by national inspectors, for which bonded certificates have been issued, 105,000,000 feet of hardwood lumber. Of this amount, 61,500,000 feet have been inspected, and certificates issued therefor within the past twelve months.

On the amount inspected this year there have been but few demands for reinspection, and at this time all differences are settled, and there are no reinspection cases before the bureau.

The bureau at this time is self-sustaining, and on a prosperous basis, and has no liabilities of any kind or nature.

During the past year, viz., on December 1, 1902, Mr. M. M. Wall, our former surveyor-general, resigned and recommended the appointment of Mr. C. H. Stanton of Buffalo, N. Y., as his successor. Mr. Stanton was duly appointed by your committee, and is giving excellent service and satisfaction. He is devoting practically his entire time to the work, and is proving a most efficient official.

Mr. Wall did not resign his position until the success of the bureau was insured. He carried the work of the inspection bureau to a point where it was on a prosperous and paying basis, and until he found a man whom he could recommend, and in whose hands he felt certain the interests of the inspection bureau would not suffer.

We have at the present time forty-one bonded inspectors, located at different points throughout the country, and we congratulate the association upon the substantial progress being made by this department of the association work.

Respectfully submitted,

J. W. THOMPSON, Chairman.

Report adopted.

Mr. M. M. Wall was then called upon and addressed the convention.

The president then called up the question of the Traffic Bureau, which had been made a special order for the afternoon.

After an extended discussion, which developed the fact that as the basis upon which the Traffic Bureau had been conducted during the past year had proven impracticable and had resulted in a deficit of \$1,300, Mr. Huribur's recommendation that the bureau be put upon a percentage basis in the future, and that the National association be relieved of any financial responsibility in the future, in consideration of its assuming the obligation of \$1,300 was adopted.

Mr. C. H. Stanton of Buffalo, N. Y., the

report of the committee on reports of officers was called up for consideration by the convention.

W. A. Bennett then introduced the following resolution:

ENDORSEMENT HOUSE OF HOOHOO.

Whereas, The lumbermen of the country are preparing to erect and maintain a club on the grounds of the Louisiana Purchase Exposition to be held in St. Louis in 1904, same to be for all lumbermen who become members thereof, and to be known as the House of Hoo-Hoo, be it

Resolved, That inasmuch as the members of this National Hardwood Lumber Association have been invited to become members and participate in the advantages of this club, and as it is known that those at its head are of the highest standing in the trade, that the House of Hoo-Hoo has the unqualified endorsement of this association and that we unhesitatingly recommend it to our members.

Resolution adopted.

Meeting adjourned until 10 a. m. May 22.

MORNING SESSION, MAY 22.

The convention was called to order at 11 o'clock.

The committee on reports of officers offered a supplemental report as follows:

SUPPLEMENTARY REPORT OF COMMITTEE ON OFFICERS' REPORTS.

May 23, 1903.
To the National Hardwood Lumber Association:

We, the committee on officers' reports, in our report yesterday omitted to take up one point in the president's message, and we would recommend that this association appoint a committee of three to meet with a similar committee from the Hardwood Manufacturers' Association of the United States to discuss differences in inspection rules.

Respectfully submitted,
T. J. MOFFETT,
G. VON PLATEN,
S. L. DODDS.

After an extended discussion it was moved to amend the report so as to refer the matter to the revision committee for consideration, that committee to report back to the convention before adjournment.

Amendment carried and report adopted.

Upon call for further business Mr. C. L. Adler moved that nominations for officers be made by a committee.

No second.

Mr. Pritchard moved that all nominations be made from the floor of the convention. Motion seconded and carried.

Upon motion of Mr. Thomas of St. Louis the motion upon which the Traffic Bureau was divorced from the National association upon the day previous was reconsidered.

After a very extended and heated discussion, the entire matter was referred to a committee to consider and report to the convention later.

Meeting adjourned until 2 p. m.

AFTERNOON SESSION, MAY 22.

When the convention assembled Secretary Vinmedge read a communication from the New York Lumber Trade Association as follows:

NEW YORK LOCKOUT.

Indianapolis, Ind., May 21, 1903.
To the National Hardwood Lumber Association.

Gentlemen:—The lumber trade of New York City is in the throes of a lockout



C. D. STRODE, SECRETARY,
Chicago, Ill.

declared against the striking teamsters and business is entirely at a standstill in the metropolitan district, particularly in the boroughs of Manhattan and the Bronx. The lumbermen declare that they will fight it out on this line to a finish.

Now, you do not all sell lumber in New York, but this is of interest to you all. The gentlemen of the New York lumber trade are not going to lose this fight, either. But, if they should, this may be the beginning of a movement that will extend throughout the trade and affect you all, either directly or indirectly, especially in the large cities. If the strikers should win in their efforts to unionize the drivers, they would stand to win a position where they could virtually put out of business any man in the trade anywhere who did not submit to their demands. Again, there are many of those in the National Hardwood Lumber Association who ship lumber to the New York City market, and they are directly interested. And there are also those here who probably feel and know that a resolution of sympathy and support in favor of the New York lumber trade will render worthy moral backing at this important juncture, in their affairs, which will be fully appreciated and duly reciprocated by the New York trade.

We are advised that such telegrams and letters of co-operation have already been received by a united New York trade in this matter from the Georgia Saw Mill Association, the North Carolina pine trade, the Buffalo and Tonawanda markets and others. The general tenor of these communications has been the pledge of hearty co-operation.

It has been suggested that we here confirm what has been done by the Georgia Saw Mill Association, the North Carolina pine trade, the Buffalo and Tonawanda markets and others along this line, and individually agree to ship no lumber to New York City during this trouble without first advising with the labor committee of the New York Lumber Trade Association.

Therefore, in view of the fight being made by the New York trade, and believing the stand they are taking and the fight they are making are for the best interests of all concerned, including the members of this association, we pledge our hearty co-operation in line with the above and hold back lumber from New York City during the trouble and agree to make no shipments without first advising with the labor committee of the New York Lumber Trade Association.

Mr. Sondheimer moved the adoption of the report and that a copy be sent to all the lumber papers.

Motion carried.

The revision committee, to which had been referred the recommendation relative to the conference with the Hardwood



WM. H. WHITE, FIRST VICE-PRESIDENT,
Bayne City, Miss.

Manufacturers' Association, reported as follows:

REPORT COMMITTEE ON REVISION INSPECTION RULES.

May 22 1903.

To the Members of the National Hardwood Lumber Association.

Gentlemen: We, the committee on revision of inspection rules, to whom the matter was referred, whether or not it was advisable for the committee on revision of inspection rules to meet with a committee appointed by the Manufacturers' Association, beg to report that we are in favor of said plan and would be glad to confer with any committee that the Manufacturers' Association may appoint. Information of that nature, however, must be presented to our association in writing by the Manufacturers' Association.

Respectfully submitted,

THEO. FATHAYER,
J. WATT GRAHAM,
G. VON PLATEN,
J. M. PRITCHARD,
W. S. DARNELL.

Report adopted without debate.

The committee appointed to consider the proposition of Dr. Tarleton H. Bean of the Forestry Bureau of the Louisiana Purchase Exposition reported as follows:

REPORT OF COMMITTEE ON HARDWOOD EXHIBITS UNIVERSAL EXPOSITION.

The President National Hardwood Lumber Association, Indianapolis, Ind.

Sir:—Your committee appointed to consider the subject of hardwood exhibits at the Universal Exposition at St. Louis in 1904 respectfully offers the following report:

We believe that the importance of the hardwood industries and the nature of the competition among the great nations of the world at the exposition demand a full and dignified display of our methods and products in order to hold and increase our influence in the markets. The foreign people who compete with us for commercial supremacy are awake to the value of the advertisement which the display at St. Louis will furnish, and they will spare no effort to utilize the occasion and thereby foster their own wood industries in countries reached by our products. Our present prosperity furnishes the best opportunity for gaining new business and securing new outlets for the inevitable surplus which will confront our mills and factories, perhaps in the near future.

There are two ways in which the association can accomplish its desire to insure proper illustration of its industries at the exposition; one is by means of a collective display covering a large space and involving considerable expense, which would have to be prorated among the members or met by subscription; another, and, we think, a better plan for the association to pursue, is to co-operate with the various state world's fair commissions by furnishing materials for a suitable exhibit, or series of exhibits, covering the whole range of the industries with which we are identified. This is a practical and an economical method of accomplishing our purpose, and the details of preparation and procedure can readily be settled by the association or by a committee appointed with power to act. Every member of the association who produces a staple or unique article or articles representing the varied and important industries with which we



W. S. DARNELL, TREASURER,
Memphis, Tenn.

have to deal, can furnish to his state commission the materials necessary to show his own lines of manufacture. The states already have appropriations to defray the expenses of such exhibits, and if the membership will furnish their specialties it is practically certain that the display thus collected from manufacturers best qualified to

make selections will be both interesting and effective. Under the rules of the position the manufacturer who first shows the display will receive the award in any case.

Very respectfully,
C. R. MENGEL,
W. H. WHITE,
C. S. CURTIS,
B. F. SWAIN,
W. A. BONSAK.

Committee.

Report adopted.

The election of officers was declared in order and call was made for nominations for president.

Three candidates were placed in nomination, as follows:

B. F. Swain, Seymour, Ind.
Max Sondheimer, Chicago, Ill.
W. H. Russe, Memphis, Tenn.

The first ballot resulted as follows: Swain 13, Sondheimer 19, Russe 29. No election.



THEODORE PATHAUER, CHICAGO, ILL.,
Chairman Revision Committee.

The second ballot resulted: Swain 47, Sondheimer 37, Russe 14.

No election.

Mr. Burgess withdrew the name of Mr. Russe in favor of Mr. Sondheimer.

Third ballot: Swain 49, Sondheimer 48. Mr. Swain declared elected and escorted to his seat amid applause.

Upon motion of Mr. Lendrum a committee of three was appointed to nominate candidates for offices of first, second and third vice-presidents, treasurer and three directors.

Upon call for nominations for secretary, Mr. J. W. Graham of Cincinnati and Mr. C. D. Strode of Chicago were placed in nomination.

Later Mr. Graham's name was withdrawn and Mr. Strode declared elected by acclamation.

The committee to nominate the remaining officers was appointed as follows: W. A. Bennett, A. R. Vinnege and James Buckley.

They reported as follows:

First vice president, Wm. H. White, Bay City, Mich.

Second vice president, C. S. Curtis, Waukegan, Wis.

Third vice president, J. J. Rumberger, Philadelphia, Pa.

Treasurer, W. S. Darnell, Memphis, Tenn.

Directors, J. T. Burford, Chattanooga, Tenn.; F. H. Smith, St. Louis, Mo.; J. Watt Graham, Cincinnati, O.

Report adopted.

The committee on freight bureau not being ready to report, was instructed to report at the banquet and a recess was taken until that time.

At the banquet the committee reported as follows and the convention adjourned.

REPORT OF COMMITTEE ON TRAFFIC DEPARTMENT.

Your committee appointed to act on traffic department matters begs leave to recommend that the recommendations made by Traffic Manager Hurlbut be adopted by the association, those recommendations being as follows:

1. That assessments be made on basis of a percentage of the amounts actually accruing to each member as the result of the efforts of the traffic department in his behalf.

2. That for special services rendered or advice or information furnished which cannot be computed in dollars and cents, specific arrangements be made in each case as between individual members and the traffic department.

3. That it be optional with association members and others to enter into individual agreements with the traffic department on the foregoing basis.

4. That present members of the traffic department be given full benefits of the department for one year from the date their assessments were paid under the present plan, and without additional expense to them.

These recommendations contemplate that the association shall assume no financial responsibility in behalf of the traffic department. They also contemplate that any person may become a member of the traffic department without expense to himself, except that when the department renders him special service or makes money for him, then, but not until then, he pays for it.

Your committee further recommends that the secretary or treasurer be authorized and instructed to discharge the present financial obligations of the traffic department.

ALEX LENDRUM, Chairman;
W. A. BENNETT,
C. S. CURTIS,
MAX SONDHEIMER,
C. E. THOMAS.

THE BANQUET.

A banquet was tendered the visiting delegates by the Indiana Hardwood Lumbermen's Association, at the Claypool Hotel, on Friday evening, May 22.

Nearly 300 guests were seated in the magnificent dining room of the Claypool shortly after 9 p. m., and after disposing of an excellent bill of fare the toastmaster, Mr. C. D. Strode, rapped for order and introduced Senator Fairbanks of Indiana, as the chief guest of the evening. Mr.

Fairbanks made a brief but eloquent address which space will not permit us to reproduce.

Governor Durlin was next on the programme, but the fact that there was an hour's delay in getting the banquet under way caused him, owing to an engagement elsewhere, to regrettably cancel his engagement with the hardwood lumbermen. He had expected to spend an hour with the boys, but the delay in getting the banquet under way forced him to cut it out.

The toastmaster then introduced the orator of the evening, Mr. J. J. Griffiths of Indianapolis. Mr. Griffiths is one of the foremost attorneys and politicians of Indiana, and one of the finest orators of the entire country. He it was who was defeated for the United States Senate by Mr. Beveridge, after a hard fought contest.

Mr. Griffiths is an orator of finish, polish, fire and eloquence and for more than



J. W. THOMPSON, MEMPHIS, TENN.,
Chairman Inspection Bureau.

a half-hour he held the attention of his audience as only such an orator can.

John L. Williams, editor of the New Orleans Lumber Trade Journal, and a tried and true friend of the National association, next responded to the toast, "The Lumber Press," in a wise and witty manner.

Then Hon. John M. Woods of Boston was introduced to represent the hardwood lumbermen in this galaxy of talent, and it is sufficient to say that he delivered an entirely impromptu address which for eloquence and polish was the equal of anything which had preceded it.

By this time it had grown to be nigh upon 1 a. m., what with music and singing and all, and the meeting adjourned.

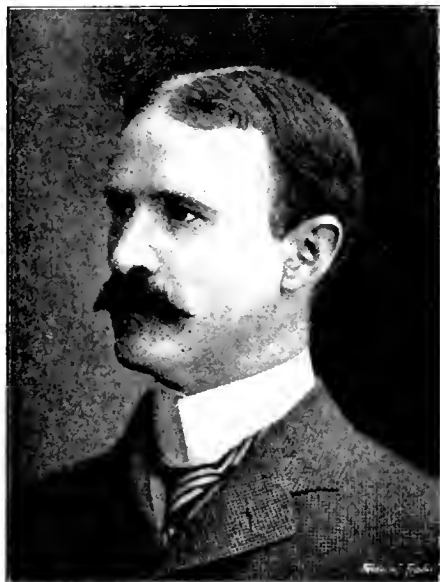
NOTES OF THE MEETING.

Sam Burkholder of Crawfordsville, Ind., was in attendance, of course, and although he tried hard not to let on, anyone could see he was proud of the great meeting and the fine showing made by the Indiana as-

sociation, which he labored so long and faithfully to bring into existence.

* * *

W. W. Knight and N. A. Gladding, as the Indianapolis members of the entertain-



W. D. HURLBUT, CHICAGO,
Traffic Manager.

ment committee, had to bear the brunt of the work and covered themselves with

glory so thick that you could scrape it off with a knife.

As was expected E. C. Atkins & Co., the great saw makers, were there with the goods, in the way of looking after the comfort and convenience of the guests. Their principal achievement in this direction was the issuing of a list of those who had registered for the banquet. That is the list which appears elsewhere and was set up and printed in the company's own printing office. Every member took a copy of the list home with him, and all highly appreciated the kindly thoughtfulness of the Atkins people, and nobody appreciated it more than the boys of the trade press.

* * *

The Cincinnati Lumberman's Club came "loaded for bear." They had a room reserved for a place of refreshment and cigars and all kinds of drinkables were free as air.

* * *

The Chicago delegation and its visitors left on the Monon twenty-five strong on Wednesday noon, the following gentlemen being in the special car:

C. S. Curtis, of Wausau, Wis.; Edward Buckley, Manistee, Mich.; A. H. Barnard, Minneapolis, Minn.; G. J. Landeck, Milwaukee, Wis., and G. D. Fellows, Racine, Wis. In addition the following gentlemen were from Chicago: Max Sondheimer,

W. D. Hurlbut, Park Richmond, F. P. Southgate, Herman Buck, Theodore Fathauer, John D. Spaulding, George Thamer, S. P. C. Hostler, L. K. Miller, A. R. Vin-



C. H. STANTON, BUFFALO, N. Y.,
Surveyor-General.

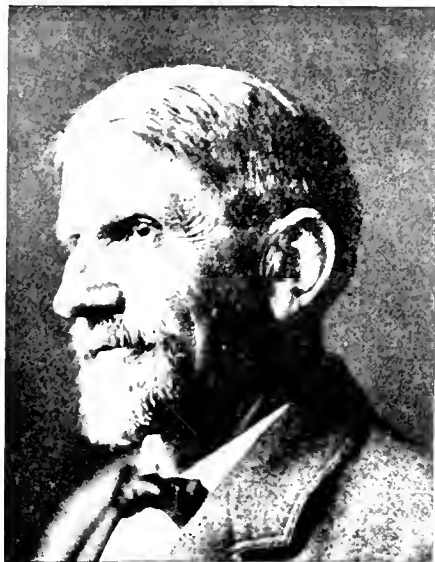
nedge, F. F. Fish, L. J. Pomeroy, J. T. Crutchfield, W. O. King, F. S. Hendrickson, Sam Pine, C. D. Strode, Charles Miller, A. Y. Burgoyne and O. O. Agler.

THOSE IN ATTENDANCE.

John F. Ott, Traverse City, Mich., John F. Ott & Co.
S. P. C. Hostler, Chicago, Ill., Advance Lumber Co., Cleveland, O.
B. W. Stadden, Chicago, Ill., secretary Lumbermen's Credit Assn.
B. Bramlage, Covington, Ky., cashier Farmers' & Traders' National Bank, Covington.
M. M. Wall, Buffalo, N. Y., Buffalo Hardwood Lumber Co.
Jno. E. Williams, New Orleans, La., the Lumber Trade Journal.
Samuel D. Pine, Chicago, Ill., American Lumberman.
L. E. Fuller, Chicago, Ill., American Lumberman, Chicago.
W. A. Bonsack, St. Louis, Mo., the Bonsack Lumber Co.
C. H. Stanton, Buffalo, N. Y., surveyor-general, Buffalo.
Tarlton H. Bean, St. Louis, Mo., Forestry Dept., World's Fair.
W. A. Bennett, Cincinnati, O., Bennett & Witte, Cincinnati.
J. S. Hurd, Cincinnati, O., J. P. Hurd, Jr., Cincinnati.
J. T. Crutchfield, Chicago, Ill., traffic dept. N. H. L. A., Chicago.
J. V. Stinson, Huntington, Ind.
C. S. Curtis, Wausau, Wis., Fenwood Lumber Co.
Chas. A. Goodman, Marinette, Wis., with Sawyer-Goodman Co.
H. Sondheimer, Chicago, Ill., E. Sondheimer Co.
Theo. Fathauer, Chicago, Ill., Theo. Fathauer Co., Chicago.
Clarence R. Mengel, Louisville, Ky., C. C. Mengel, Jr., & Bro. Co.
Oliver O. Agler, Chicago, Ill., Fred W. Upham Lumber Co.
Geo. E. Watson, St. Louis, Mo., The House of Hoo-Hoo, St. Louis.
George R. Thamer, Chicago, Ill., the Empire Lumber Co.
L. J. Pomeroy, Chicago, Ill., Yazoo Valley Lumber Co., Chicago.
J. J. Rumbarger, Philadelphia, Pa., Rumbarger Lumber Co.
O. L. Wade, Indianapolis, W. M. Weston Co., Boston, Mass.
Claude Maley, Evansville, Ind., Maley & Wertz, Evansville.
Chas. E. Thomas, St. Louis, Mo., Thomas & Proetz Lumber Co.
Geo. D. Fellows, Racine, Wis., G. D. Fellows Lumber Co., Racine.
J. D. Bolton, Pittsburg, Pa., American Lumber & Mfg. Co.
B. F. Cobb, Chicago, Ill., Lumber Review, Chicago, Ill.
C. G. Powell, South Bend, Ind., Fullerton-Powell Hardwood Lumber Co.
F. F. Fish, Chicago, Ill., International Mercantile Agency.
Frank W. Lawrence, Boston, Mass., Lawrence & Wiggin.
W. E. Barns, St. Louis, Mo., St. Louis Lumberman.
John T. Burford, Chattanooga, Tenn., Burford Lumber Co.
S. P. Coppeck, Ft. Wayne, Ind.
O. Dircks, Union City, Tenn., Askins & Dircks Lumber Co.
L. K. Miller, Chicago, Ill., L. K. Miller Co.
W. E. Smith, Cairo, Ill., Three States Lumber Co.
J. M. Pritchard, Indianapolis, Ind., Long-Knight Lumber Co.
F. S. Hendrickson, Chicago, Ill., F. S. Hendrickson Lumber Co.
A. E. Hart, Cincinnati, O., Leland G. Banning.
George P. Hedden, New York, Hamilton H. Salmon & Co.

W. A. Krebs, Cincinnati, O., the Globe-Wernicke Co.
F. K. Conn, Cincinnati, O., the Globe-Wernicke Co.
W. D. Hurlbut, Chicago, Ill., National Hardwood Lumber Assn.
Geo. W. Burgoyne, Chicago, Ill., official stenographer.
Will S. Sterrett, Cincinnati, O., Farrin-Korn Lumber Co.
Jos. B. Cabell, Memphis, Tenn., B. & O. Continental Line, C. S. D.
Jno. W. Turner, Memphis, Tenn., N. C. & St. L. Ry.
Waldo H. Bigelow, Boston, Mass.
G. Von Platen, Boyne City, Mich.
J. W. Long, New York, New York Lumber Trade Journal.
E. T. Bennett, Memphis, Tenn., Bennett Hardwood Lumber Co.
Earl Palmer, Paducah, Ky., Ferguson & Palmer Co.
R. S. Robertson, Paducah, Ky., Ferguson & Palmer Co.
L. H. Gage, Cincinnati, O., Gage & Possell.
F. P. Euler, Evansville, the Crosby & Beckley Co., New Haven.
G. J. Landeck, Milwaukee, Page & Landeck Lumber Co.
Rudolph Sondheimer, Cairo, E. Sondheimer Co.
Chas. H. Foster, Chicago, E. Sondheimer Co.
C. H. Barnaby, Greencastle, Ind.
C. A. Wood, Muncie, Kirby-Wood Lumber Co.
Park Richmond, Chicago, Park Richmond & Co.
M. M. Hardin, Lebanon, Ind., Hardin Bros. & Kirklin.
C. D. Strode, Chicago, Secy. National Hardwood Lumber Assn.
A. H. Connelly, Kansas City, Connelly Hardwood Lumber Co.
D. S. Hutchison, Chicago, T. Wilce Co.
Chas. Miller, Chicago, Miller Bros.
E. E. Stonebraker, Memphis, Tenn., L. H. Gage Lumber Co.
A. H. Barnard, Minneapolis, Minn., Barnard & Strickland.
J. N. Woodbury, Indianapolis, Jefferson Saw Mill Co.
John D. Spaulding, Chicago, F. W. Upham Lumber Co.
T. J. Christian, South Bend, the Fullerton-Powell Lumber Co.
J. C. Magness, Cincinnati, C. H. & D. Ry.
H. E. DuBois, Cincinnati, Interstate Despatch Line.
W. O. King, Chicago, W. O. King & Co.
R. J. O'Reilly, St. Louis, Mosberger-O'Reilly Lumber Co.
F. P. Southgate, Chicago, Pullman Co.
Arthur S. Jones, Memphis.
S. L. Dodds, Clarksdale, Miss., Sunflower Lumber Co.
Max Sondheimer, Chicago, E. Sondheimer Co.
M. A. Hayward, Columbus, O., C. H. & D. Ry.
George D. Burgess, Memphis, Russe & Burgess.
W. R. Barksdale, Memphis, Barksdale & Denton Co.
D. S. Monasco, Indianapolis, Ind., with Southern Product Co.
T. J. McGeoy, Memphis, Lackawanna Line, Memphis.
Wm. H. Matthias, Indianapolis, Ind., M. E. Farrin Lumber Co., Cincinnati.
Herman Buck, Chicago, Brunswick-Balke Collender Co.

- O. J. McCall, Philadelphia, Pa., O. J. McCall Lumber Co.
 F. H. S. Co., St. Louis, Mo., F. H. S. Co., St. Louis, Mo.
 F. B. Stone, Cincinnati, E. B. Stone & Co.
 Low Light Huckleby, Cincinnati, E. B. Stone & Co.
 H. B. Oxford, Indianapolis, N. A. R. R. Lumber Co., New River, Tenn.
 Edward Buckley, Manistee, Mich., B. A. Kipp & Douglas Co.
 W. H. White, Roanoke City, Mo., W. H. White Co.
 O. C. Linnont, Fort Wayne, Ind.
 A. R. Vinndolge, Chicago, Vinndolge Bros.
 John R. Walls, Indianapolis, E. H. Garrett Co., St. Louis.
 J. Watt Graham, Cincinnati, Graham Lumber Co.
 J. T. McRoberts, Cincinnati, Nicola Bros. Co., Pittsburg, Pa.
 R. F. Swain, Shelbyville, Ind., D'Hour & Swain Lumber Co., Seymour.
 C. H. Roach, Seymour, Ind., D'Hour & Swain Lumber Co.
 J. A. Porter, Cincinnati, Bennett & Witte.
 Henry Maley, Edinburg, Ind., Henry Maley Lumber Co.
 N. A. Gidding, Indianapolis, E. C. Atkins & Co.
 H. C. Atkins, Indianapolis, E. C. Atkins & Co.
 E. W. Clark, Indianapolis, E. C. Atkins & Co.
 T. J. Moffett, Cincinnati, the Maley, Thompson & Moffett Co.
 E. L. Edwards, Dayton, O.
 C. C. Landers, St. Louis, Wabash R. R.
 Owen Moffett, Madison, Ind., Moffett-Bowman Lumber Co.
 Richard Young, Booneville, Ind.
 R. B. Cotter, Mound City, Ill., Metal Bond Package Co.
 Morris E. Thomas, Cadillac, Mich., with Cobbs & Mitchell.
 Jack P. Richardson, St. Louis, Mo., with J. P. & W. H. Richardson.
 Frank Wells, Indianapolis, E. C. Atkins & Co.
 G. R. Stafford, Indianapolis, E. C. Atkins & Co.
 W. W. Garrett, Frankfort, Ind.
 S. C. Clark, Louisville, Ky., C. & A. R. R.
 G. W. Schwartz, St. Louis, Vandalia Line.
 F. W. Vetter, Buffalo, N. Y., Empire Lumber Co.
 W. P. Schumle, Michigan City, J. S. Ford-Johnson & Co.
 S. Burkholder, Crawfordsville, Ind., J. P. Walter Lumber Co.
 J. A. Simmons, Indianapolis.
 J. F. Trainer, Chicago, Ill., H. M. Nixon Lumber Co.
 L. J. Blaker, Indianapolis, with White Shore Line.
 S. D. Hill, Crawfordsville, Ind., Montgomery Lumber Co.
 Robert Elliott, Indianapolis, the Standard Dry Kiln Co.
 W. P. Hussey, Indianapolis, the Standard Dry Kiln Co.
 P. B. Raymond, Indianapolis, Adams & Raymond.
 C. E. Merrifield, Indianapolis, Charles E. Merrifield.
 H. W. Raymond, Indianapolis, Adams & Raymond.
 I. M. Darnell, Indianapolis, I. M. Darnell & Son Co.
 W. S. Darnell, Memphis, Tenn., I. M. Darnell & Son Co.
 Jno. C. Snyder, Crawfordsville, Ind., Hoosier Stave & Lumber Co.
 F. L. Snyder, Crawfordsville, Ind., Hoosier Stave & Lumber Co.
 H. W. Griffith, Indianapolis, J. H. Murry & Co.
 W. S. Wickard, Indianapolis, J. H. Murry & Co.
 Lynn E. Stone, Indianapolis, Central States Dispatch.
 A. D. Pendleton, Indianapolis, Vandalia Line.
 W. S. Jordan, Indianapolis, Big Four R. R.
 C. C. Merrill, Chicago, Ill.
 G. D. Maxfield, D. P. A. Wabash R. R., Indianapolis.
 G. H. Palmer, Sheridan, Ind.
 G. W. Stoneman, Chicago, Geo. W. Stoneman & Co.
 P. Benson, Fort Wayne, Ind., Jas. Kennedy & Co., Ltd.
 Van B. Perrine, Fort Wayne, Ind., Perrine-Armstrong Co.
 W. E. Talbert, Greensburg, Ind.
 Geo. C. Ehemann, Memphis, Tenn., Bennett & Witte.
 C. R. Palmer, Providence, R. I., L. H. Gage Lumber Co.
 S. E. Thomas, Indianapolis, C. C. C. & St. L. Ry.
 J. A. Thompson, Edinburg, Ind., May, Thompson & Thayer, Evansville, Ind.
 W. H. Conner, Cincinnati, Union Pacific Ry.
 W. Thorn, Indianapolis, Vandalia Line.
 S. T. Dering, Petersburg, Ind.
 J. E. Kelly, Evansville, Ind., Pullman Car Co.
 John Shoniker, Lima, O., Pullman Car Co.
 M. B. Farrin, Cincinnati, M. B. Farrin Lumber Co.
 C. F. Korn, Cincinnati, Farrin-Korn Lumber Co.
 G. I. Jones, Boston, Mass.
 John M. Woods, Boston, Mass., John M. Woods & Co.
 Guy R. Frank, Petersburg, Ind.
 C. E. Lloyd, Jr., Philadelphia, Cherry River Boom & Lumber Co.
 Jos. J. Lindan, Pittsburg, Cherry River Boom & Lumber Co.
 Geo. M. Waters, New Palestine, Ind.
 Sam. K. Cowan, Nashville, Southern Lumberman.
 C. Crane, Cincinnati, C. Crane & Co.
 Lewis Foster, Columbus, O., Socy. Hardwood Mfrs. Assn.
 Jas. Buckley, Brookville, Ind.
 J. W. Thompson, Memphis, J. W. Thompson Lumber Co.
 A. E. Moreland, Meridian, Miss., Ed. Abbott.
 Sam. Burgess, Indianapolis, Advance Lumber Co., Cleveland, O.
 E. W. Robbins, Cincinnati, Maley, Thompson & Moffitt.
 H. B. Curtin, Sutton, W. Va., Pardee & Curtin Lumber Co.
 R. M. Smith, Parkersburg, W. Va., R. M. Smith & Co.
 F. J. S. Co., Cincinnati, F. Bennett & Witte.
 H. E. Co., Indianapolis.
 Geo. M. S. Co., Carmel, Ind.
 F. J. Co., Indianapolis, Ind., Adams & Raymond.
 W. F. Roach, Indianapolis.
 R. M. Carter, Eaton, Ind.
 H. K. Dickerson, Cincinnati, O., B. A. Kipp & Co.
 Jno. McKay, Indianapolis, Ind., National Dry Kiln Co.
 M. E. Coings, Indianapolis, Indianapolis Sawn Veneer Co.
 C. F. Stone, Indianapolis, Indianapolis Sawn Veneer Co.
 Chas. C. Boyd, Cincinnati, Chas. C. Boyd & Co.
 T. F. Howells, Indianapolis, Ind.
 H. C. Seavey, Mooresville, Ind., Comer & Seavey Co.
 W. M. Kolland, Indianapolis, Central States Dispatch.
 O. M. Pruitt, Indianapolis, Indiana Lumber & Veneer Co.
 H. A. Hagenan, Indianapolis, Indiana Lumber & Veneer Co.
 H. B. Melikan, Indianapolis, Advance Veneer & Lumber Co.
 R. T. Walkley, New Haven, Conn., Crosby & Beekley Co.
 L. A. Doll, Indianapolis, C. C. C. & St. L. Ry.
 W. P. Hubbard, Indianapolis, Anson Hixon Sash & Door Co.
 Edw. Reese, Indianapolis, Ind.
 A. C. Woods, Indianapolis, Ind., agent Big Four R. R.
 Alex. Londrum, Kansas City, Penrod Walnut Co.
 Jacob Mahley, Sullivan, Ind.
 B. A. Kipp, Cincinnati, O., B. A. Kipp & Co.
 Wm. P. Fitzsimmons, Chicago, Ill.
 T. K. Edwards, Chicago, Ill., I. C. R. R.
 A. C. Kies, Jonesboro, Ind., A. C. Kies Lumber Co., Indianapolis.
 John B. Rucker, Louisville, Ky., L. & N. R. R.
 T. G. Smiley, Indianapolis, Lake Shore & Lehigh Valley R. R.
 Chas. O. Remler, Indianapolis, Globe-Wernicke Co., Cincinnati.
 Willis K. Jackson, Buffalo, N. Y., Tindle & Jackson.
 Alvin Schaf
 Val Schaf
 E. H. Eldridge, Fullerton-Powell Hardwood Lumber Co.
 Geo. O. Eldridge
 Henry Latham
 W. T. Thompson, Indianapolis, Talge Mahogany Co.
 C. S. Wentworth, Boston, Mass.
 C. C. Spalding, Cincinnati, O.
 J. M. Card, Chattanooga, Tenn., J. M. Card Lumber Co.
 J. O. Nesson, Manistee, Mich., J. O. Nesson & Co.
 Frank Sudbeck, Cincinnati, Acme Veneer & Lumber Co.
 Albert T. Wilcox, Chicago, Ill., R. L. Bacon Veneer Co.
 John W. Clark, Indianapolis.
 J. W. Darling, Cincinnati, J. W. Darling Lumber Co.
 J. W. Gray, Indianapolis, Vandalia Line.
 Milton Gray, Muncie, Ind., Muncie Casket Co.
 Edward Fenwood, Indianapolis.
 Wm. B. Hay, Cincinnati, O., M. B. Farrin Lumber Co.
 J. C. Dickson, Indianapolis.
 Geo. A. Dilks, Richmond, Ind.
 W. H. McMillan, Cincinnati, O., J. A. Fay & Egan Co.
 Leonard Bronson, Chicago, Ill.
 J. E. Defolaugh, Chicago, Ill., American Lumberman.
 W. W. Knight, Indianapolis, Long-Knight Lumber Co.
 A. N. Spencer, Cincinnati, O., J. A. Fay & Egan Co.
 Edward Forham, Chicago, Ill., W. E. Kelly & Co.
 Henry Quellmalz, St. Louis, Mo., Lloyd G. Harris Mfg. Co.
 John H. Himmelberger, Morehouse, Mo., Himmelberger-Harrison Lumber Co.
 F. H. Cass, Chicago, Ill., lumber agent C. & E. J. Ry.
 Frank E. Little, publisher St. Louis Lumber Reporter.
 W. A. Gardner, Nashville, Tenn., Southern Lumberman.
 E. A. Detchon, Crawfordsville, Ind., Hoosier Stave & Lumber Co.
 Walt G. Bass, Knoxville, Tenn., English & Co.
 J. D. Maris, Indianapolis, Sawn Veneer Co.
 C. L. Adler, Lyons, Ky., Adler Lumber Co.
 A. B. Garrett, Frankfort, Ind., W. W. Garrett.
 J. C. MacAnnon, Mt. Vernon, Ala., Hardwood Export Co.
 C. A. Lucas, Indianapolis, agent Lackawana Line.
 J. V. Stanberry, Indianapolis, "Traders" Dispatch.
 W. K. Hatt, Washington, D. C., Bureau of Forestry.
 W. E. Douglass, New Haven, Conn., the Crosby & Beekley Co.
 Chas. Wertz, Grammer, Ind., Maley & Wertz.
 E. S. Taylor, Indianapolis, E. C. Atkins & Co.
 C. C. Foster, Indianapolis, Foster Lumber Co.
 Bob Foster, Indianapolis, Foster Lumber Co.
 Blair Euntin, Lebanon, Ind.
 C. B. Gordon, Cincinnati, T. B. Stone Lumber Co.
 E. H. Owen, Rockville, Ind.
 C. W. Talge, Indianapolis, Talge Mahogany Co.
 W. P. Best, Indianapolis.
 J. N. Penrod, Kansas City, Mo., Penrod Walnut Corporation.
 Thos. J. Marshall, Blue Ridge, Ind.
 J. B. Riekey, Zionsville, Ind.
 Will C. Pulse, Greensburg, Ind., Pulse & Porter.
 N. M. Broeze, Cincinnati, O., C. & N. W. Ry.
 F. G. Raible, Indianapolis, E. C. Atkins & Co.
 W. P. Holton, Cincinnati, O., Union Pacific Ry.
 Wm. E. Barrett, Chicago, Ill., W. E. Barrett & Co.



HENRY MALEY, EDINBURG



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President Indiana Association



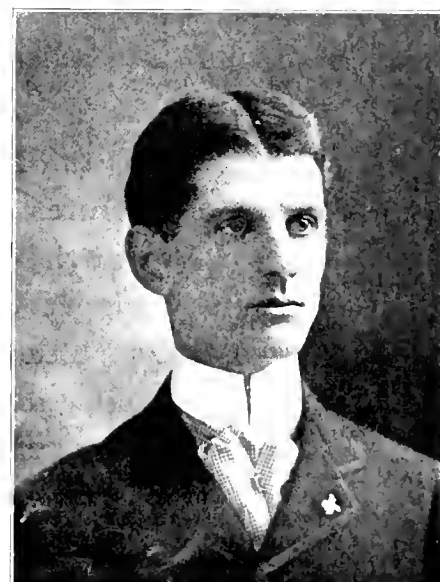
S. BURKHOLDER, CRAWFORDSVILLE



N. A. GLADDING, INDIANAPOLIS.



W. W. KNIGHT, INDIANAPOLIS,
Chairman Entertainment Committee



L. J. CHRISTIAN, SOUTH BEND



J. A. THOMPSON, EDINBURG



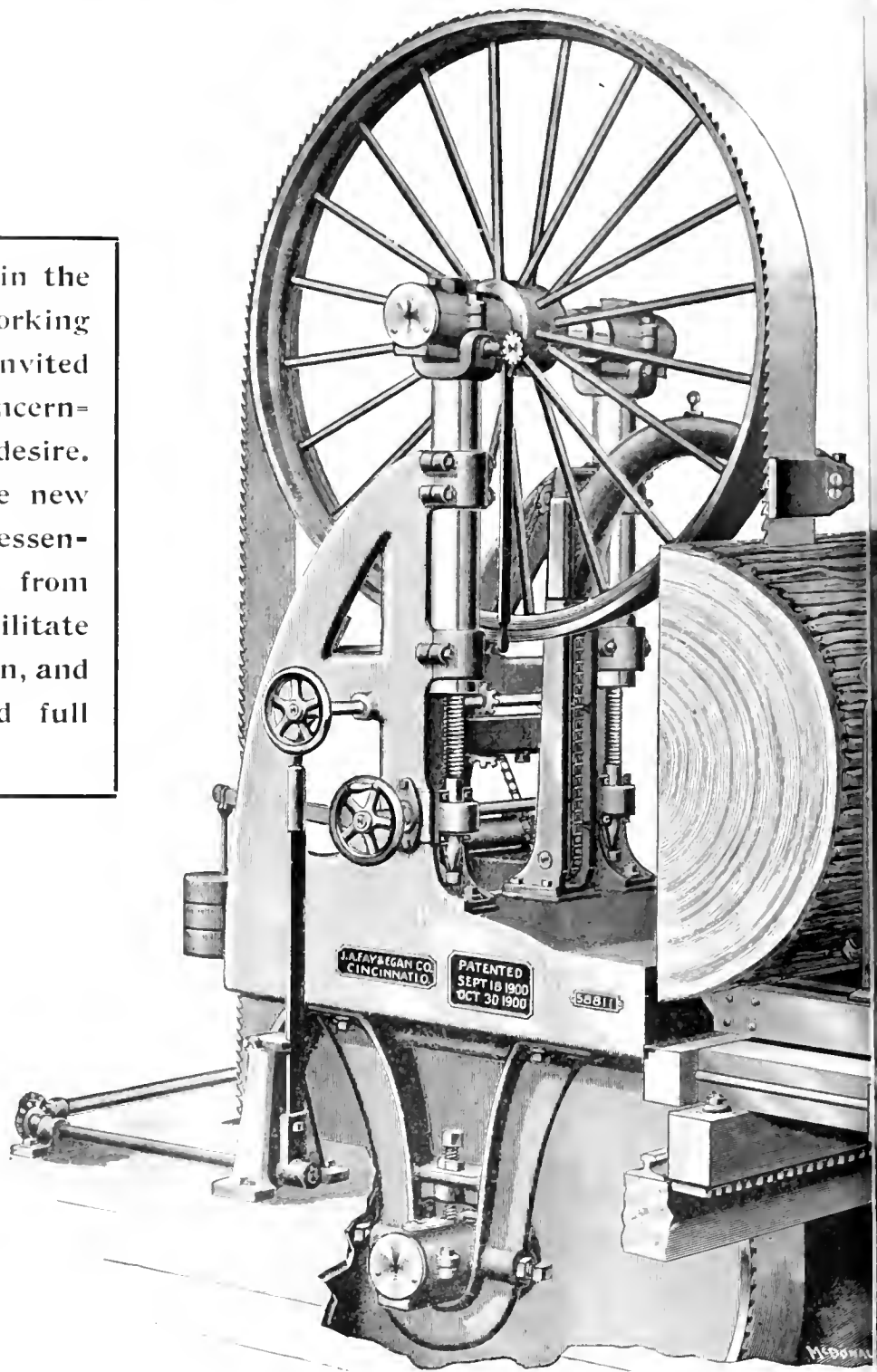
J. W. FRITCHARD, INDIANAPOLIS,
Secretary Indiana Association



CHARLES H. BABB, ELLETTSVILLE

NEW PONY BA

Lumbermen interested in the progress made in woodworking machinery are cordially invited to correspond with us concerning any machines they desire. We have lately built some new tools containing all the essential features we know from long experience will facilitate the work of the lumberman, and shall be pleased to send full particulars about them.



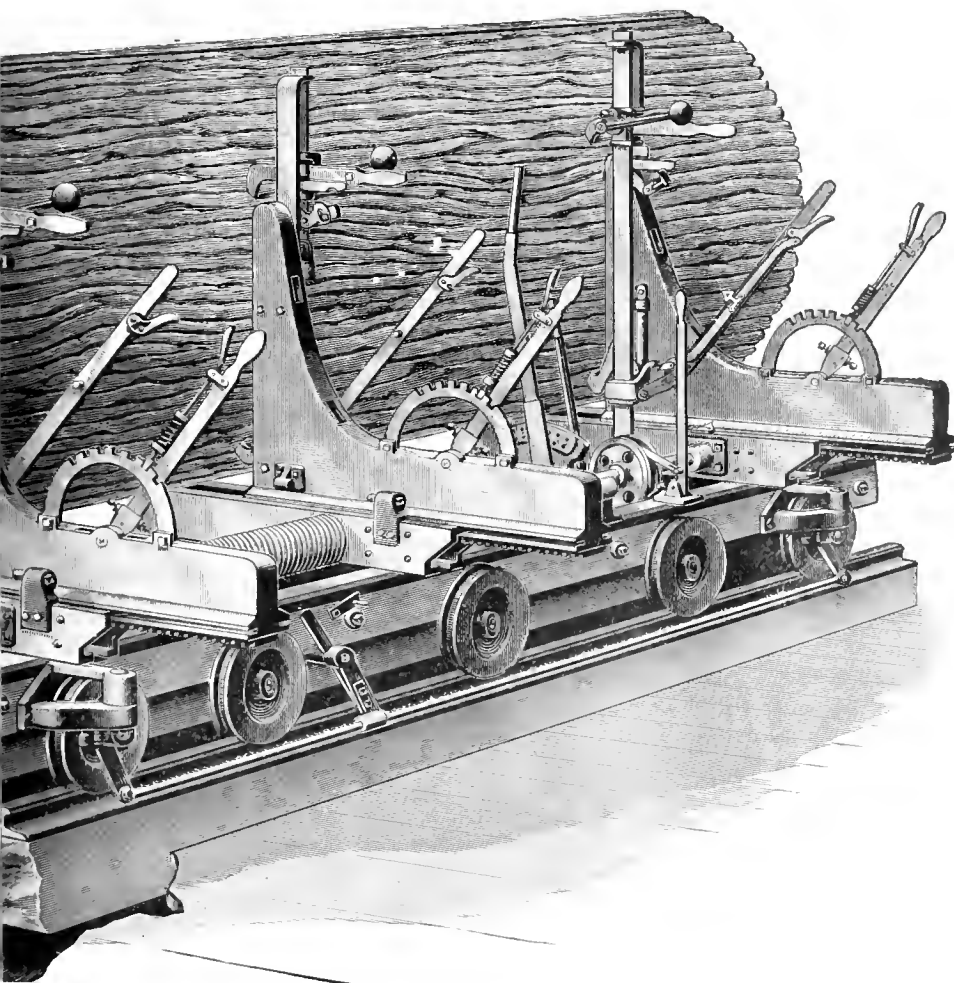
NEW NO. 57
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J. A. FAY & EGAN CO., 414-4

AND SAW MILL

specially adapted for fine sawing in hardwood.
ension on saw blade hung on a knife-edge balance.

WRITE FOR COPIES OF TESTIMONIAL LETTERS FROM USERS.



Woodworking
machinery
of every
description;
for
lumber mills
our
specialty.



New Catalogue Free.
Also new sander book
and band saw pam-
phlet.

SAW MILL.
Oct. 30, 1900.)

4 West Front St., Cincinnati, Ohio.

The Man About Town.

BY C. D. STODOL.

THE PLEASURES OF MODERATION

THESE are ways supposed to be the first duty is to himself. He has a selfish concept, but selfishness is not derided; it is not so bad a thing.

It remains first duty is to himself; that it is his first and bounden obligation to get the greatest possible amount of pleasure out of life. I do firmly believe that. I do firmly believe my first duty is to get a full enjoyment out of life that I possibly can.

I cannot prove that I am right in this belief, but it looks reasonable. I do not know why God put us here to travel a little space upon the earth, nor does any man know; and so long as that purpose is hidden from us why does a man not owe it to himself to make his journey as pleasant as possible? Some people say that they believe it is a man's first duty to make the journey as pleasant as possible for others, but I do not subscribe to that belief. Nor do I believe it is seriously entertained by many people.

I believe that a vast majority of people order their lives upon the theory that a man's first duty is to himself, but they are ashamed to admit that they believe in that theory. It seems to me to be better, however, to face the matter fairly and admit that our principal aim in life is to get the greatest possible amount of enjoyment out of our involuntary journey. And not only should we admit it, but we should contend that we are justified in our belief.

It is not, it seems to me, good policy to attempt to influence a man to get upon the lofty plane of self-abnegation and live and move and have his being there, by urging upon him that his chief duty is to live for others.

Such a doctrine does not appeal to many men; not to one in ten thousand. And when you find a man who will subscribe to such a doctrine and attempt to live up to it, he generally makes a mess of things. As a general thing people don't want others to live for them. As a general thing they'd rather be let alone and be allowed to live for themselves.

I do not want people going around living for me, nor putting themselves to inconvenience for me. I want people to do for me only that which it will add to their pleasure to do. If a friend has two cigars, it will often give him more pleasure to smoke one himself and give me the other than I may smoke with him, than to smoke alone, knowing the while that my mouth is watering. If it will add to his pleasure so to do, I will, of course, be glad to have the extra cigar; but if he only has one cigar I don't want him to give it to me and then sit around and gloat over me while I

smoke. If he only has one, let him smoke it himself.

Do not say that my doctrine of every man pursuing himself is a good doctrine to preach to unenlightened people. I believe a good many other doctrines of a contrary side to the cultured mind. And you should know it well that I consider you to be of sufficient culture and strength of mental fiber that such mental diet is not too strong.

To the undeveloped mind the ten commandments represent a scheme of life which must be followed, not because of its justice and fairness and righteousness, but because, if it be not followed, he who violates it will burn in hell's fire.

The undeveloped mind must be controlled by fear; but the enlightened mind controls itself, because it recognizes the necessity for control, and that it is only by self-control that the highest satisfaction may be obtained in life.

* * *

I do not subscribe to the Golden Rule: "Do unto others as you would have others do unto you." That is too far-fetched to be practical. It is a good thing to advocate in a sermon or an essay if you wish to stand well with a certain kind of people, but it is a ridiculous rule for anyone to attempt to live by.

To begin with, when you are doing unto some other man as you would that that man should do to you, you may be doing that which will greatly annoy him. For there is a great diversity of opinion among men as to what they like to have done to them. You may like to have something done to you and yet if you would do that thing to me I might not like it at all. It is better that you do things for yourself and let me do things for myself. That will simplify matters and save a lot of unnecessary effort.

I have a neighbor who is a strong advocate of the Golden Rule. Not only does he advocate that others should live by it, which would not be so bad, for nobody would do it, but he tries to live by it himself. And he is the greatest nuisance I ever saw.

He has a fairly good library, which he calls the "Golden Rule Library," and he is always trying to lend me a book out of it. He has a somewhat extensive lawn, laid out in walks and flower beds, with rustic seats and things, and he is forever grating somebody and pulling him into this place, which he calls "Golden Rule Park," and telling him to enjoy himself. Or he will force a bouquet upon him or insist that he pin a flower in his buttonhole. And there isn't a neighbor that won't walk around a block to keep from meeting him.

Now maybe that man is doing as he would like to have others do unto him. I

don't believe sincerely trying to do that. But because he would like to have people send him all sorts of books, and afterward quiz him to see if he had read them, is not by any means a sign that I like treatment of that kind. I feel tempted sometimes to wish that his "Golden Rule Library" was at the bottom of the lake.

And because he always has a bunch of flowers pinned on him somewhere and undoubtedly enjoys wearing them, is not at all an indication that I am similarly constituted. In fact, I strongly object to wearing flowers and I don't want to argue about it or explain why I do object. But I hate, too, to be a hypocrite. I don't like, under that man's insistence, to pin a flower on my coat and then as soon as I get around a corner pull it off and throw it away; and I tell you that if that man keeps up his Golden Rule foolishness I'm going to move out of the neighborhood.

Another illustration of how the Golden Rule is not practicable: When I climb the stairs to the elevated station to board a car for downtown of a morning, much depends on my getting a seat. That half hour on the elevated is all the time I have to read the morning paper. There is no half hour in the day which I enjoy more. If I fail to get a seat I must stand and hang to a strap, missing the reading of my morning paper altogether. And when I miss reading my morning paper I seem to start off on the wrong foot and the whole day is thrown out of joint.

Now, when I fail to get a seat, as I do occasionally, what I should like to have someone do unto me is to get up and give me his seat. No one ever does, but I should like mightily to have him.

Applying the Golden Rule to this case it would be my duty each morning to get up and give my seat to someone. And if we all followed the Golden Rule what a lot of howling and scraping there would be on that elevated train every morning.

But I do not follow the Golden Rule, nor does anyone else. He gets a seat who can and holds onto it. I give up my seat under some circumstances, of course. If some gentleman or lady, so odd as to be feeble, or if a woman with a baby, or anyone who seems weak or ill or crippled, gets aboard, and there is no empty seat, I gladly surrender my own; but not from any lofty motive. I surrender my seat because I know I will be more comfortable standing while they sit than I could possibly be sitting while they stand. I do it to please myself and add to my comfort.

But as for doing a thing merely because I would like someone to do the same unto me, no, thank you.

* * *

I feel very kindly to this tenement of clay which God has given me to use dur-

ing my stay upon the earth. It is property and should be cared for. Moreover, it is my property and if I do not care for it no one else will. If it is good enough to be a habitation for my immortal soul it is worthy of the best I can give it, and I feel it my duty to keep it clean and comfortable without and within.

* * *

As I have before said, however, the doctrine that every man should do only that which he feels it would add to his enjoyment to do, may only safely be preached to the mature mind. The immature mind has no clear conception of what would add to its pleasure and would be apt to indulge in some very unwise experimenting.

The man of immature mind may obey the ten commandments through fear of the law. The man of mature mind obeys them because he knows there is more of pleasure to be had in obedience. When a man has learned that and enough of the laws of nature to realize that it is in moderation that the secret of happiness, or at least of enjoyment, lies, he may safely be turned loose with no guide but his own pleasure.

And that brings us to the subject of this essay, "The Pleasures of Moderation."

* * *

The old Greeks were the greatest race of people the world has produced, for they lifted civilization bodily out of savagery in but little more than a century, and set it so high that, it having fallen, mankind has not been able in all the thousands of years to raise it again so high.

And the motto of her artists, whose like the world has not since seen, was: "Nothing in excess." And the sum total of the deductions of her philosophers, whose philosophy dominates the world to-day, as regards the rule for living was, "Nothing in excess."

A man should be moderate in all things; in his love, his hatred, his friendship and his ambition. For if a man love in excess he clothes his mistress with attributes she does not possess and his false state of mind either brings him bitter disappointment, or leads him into folly which destroys his peace of mind.

It is the same with friendship, and if he hates inordinately he goes as far wrong the other way.

But of all the unhealthy and unsatisfactory excesses, that of excessive ambition is probably the worst. For it leads a man to minor excesses of all kinds and to neglect the pleasures and wholesome enjoyments of everyday life to attain that which, when he has it, is certain to be disappointing and liable to be of no value whatever. Anything which impairs a man's healthy enjoyment of every day of his life is an evil; and while an excess of love or hate may spoil the pleasure of a few days or a few years, an excess of ambition may ruin the enjoyment of an entire life.

I have much more to say about the "Pleasures of Moderation," but as we have a report of the annual meeting of the National association this issue, we will be forced to leave the matter incomplete at this time.

From Near and Far.

LOCAL GOSSIP.

F. H. Cass, lumber agent of the C. & E. I. R. R., is handling the Queen's English somewhat carelessly nowadays. He announced the other day that he was about to have an addition to his family, the sex being predetermined in favor of a girl, because, as he explained, after everybody around the exchange had bet their spare change the other way, his son was going to marry a charming young lady from the western slope.

* * *

E. B. Lombard, the junior member of the firm of W. O. King & Co., has sold his interests in the business to W. O. King, the other partner. Mr. King states that the business will be continued on the old lines and under the same firm name.

* * *

James Trainer, manager of the H. M. Nixon Lumber Company, has completed a tour of their southern interests, and also spent a few days in the Memphis district. L. A. Smith, who represents the company at their mill near Jackson, Ky., was visiting among the Chicago trade the latter part of the week.

* * *

Henry Sondheimer, of the firm of E. Sondheimer Company, has been rusticiating at the springs at West Baden, Ind., for the past week, returning home by the way of Indianapolis, where he was in attendance at the National Hardwood Lumber convention.

* * *

The firm operating as William Morris & Sons, on Thirty-fifth street, interior finishers, have been succeeded by an \$80,000 corporation under the firm name of William Morris & Sons Company.

* * *

Col. W. B. Dutton of Racine, Wis., not so hale and hearty as we formerly were went to call him, was a visitor in Chicago last week. The Colonel has been under the weather for the past six months with a complication of ailments, and has been bedfast a greater portion of the time. He is able to get around some now, and the Record voices the sentiments of his many friends in wishing him a sure and speedy recovery.

* * *

The Fred W. Upham Lumber Company are now finely situated in their new quarters on the thirteenth floor of the Bedford Building, corner Dearborn and Adams streets.

* * *

The Ligumta Inversion Company is the name of a concern interested in a new departure in the world of commerce, and one which bears directly on the lumber business. The object of the business is to produce alcohol (not wood alcohol) from sawdust. They have a plant fitted up in Highland Park, Ill., a north shore suburb

of Chicago. They can use the sawdust from any variety of timber, but hardwood sawdust yields best. Clarence Boyle of this city is industrial agent, which Clarence told us was just a high-falutin way of saying that he was identified with the purchase of the raw material.

* * *

Theo. Fathauer returned last week from a ten days' trip in the South. He reports that there is yet a bullish feeling as to prices in that territory, although the strain in the way of shortage of stocks is rapidly being relieved.

* * *

We don't know of any one man that knows more lumbermen than Frank Fish, and more than that, he is favorably known by them. His many friends in the trade will then be pleased to learn that he is back into the commercial agency field and on broader grounds. F. F. Fish, manager subscription department International Mercantile Agency, 184 La Salle street, Chicago, is the way the new card reads. The International is a comparatively new one, covering general lines, but it has been making rapid progress and they have materially added to their prospects in this territory in securing the services of Mr. Fish.

* * *

Among the visiting lumbermen in Chicago this week were Messrs. J. O. Nessen and Marshall Long, of the J. O. Nessen Lumber Company of Memphis, Tenn. They have just got good and started at Memphis, having only recently established the business at that point. Mr. Nessen is still operating a lumber business at Manistee, Mich., while for the present Mr. Long is devoting most of his time to the development of their southern layout. They have leased the old Murphy & Deibold mill in North Memphis, and have begun manufacturing oak, ash, gum, cottonwood and cypress, making thin stock a specialty.

* * *

Joseph Schoen, of the Columbia Hardwood Lumber Company, is rusticiating in the Cumberland Mountains.

The Christian-Haugh Lumber & Fuel Company is the name of a new corporation at Indianapolis with a capital stock all paid in of \$10,000. The firm is composed of H. E. Christian, Charles E. Haugh, W. F. Christian and William C. Haugh, who are respectively president, vice-president, secretary and treasurer. Mr. H. E. Christian, who has been identified with the hardwood lumber interests of Indianapolis for a long time, advises us that they have secured commodious yards on Washington street, next to the baseball park, and have ample shed room and all the facilities for handling a coal and lumber business.

Timber Lands

We offer the following bargains in southern timber lands and saw mills.

COAL AND TIMBER BARGAIN

Ten thousand acres of land, 100,000 feet of poplar, oak, ash, gum, cypress, etc., in Eastern Tennessee, including a coal mine, 100,000 feet, under and by, and a large tract of logging coal lands, etc., etc., etc. Refer File 70.

IN WESTERN TENNESSEE

Four thousand acres, tract, in Haywood County, Tennessee, in the River and 6000 ft. of gum, cypress, seven miles of the River, etc., etc., etc., in one tract and containing a body of larger river front than other way, has white oak, red oak, hickory, gum, cypress, ash, elm, hoph, maple and other varieties of timber common to this country. Price is \$1 per acre, good title. File 72.

A VALUABLE TRACT

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber, poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Frozen River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on some side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and access. Able to all these mills; details upon application to interested parties. Refer to File 72.

HERE'S A FORTUNE

Thirty-five thousand acres hardwood timber in Arkansas, at \$8.50 per acre; guarantee to cut 12,000 feet to the acre, mostly white and red oak, hickory, ash and gum; lies on navigable river less than 100 miles from Memphis, and trunk line railroad runs through it north and south, east and west, affording exceptional shipping facilities; property must be sold to settle an estate, but it takes money; land for agricultural purposes, fully worth \$6 per acre after timber has been cut. File 156.

AN ARKANSAS BARGAIN

Twenty-two thousand acres hardwood at \$9. The following are the estimates in millions: White oak, 60; red oak, 36; elm, 40; cottonwood, 25; gum, 12; hickory, 15; white ash, 19; with considerable cypress and about 50 ties to the acre; title perfect; average haul to shipping point, two miles; no dreamers, but actual purchasers or their responsible representative. File 15.

A WISCONSIN TRACT

Of over 6,500 acres and estimated to cut 10,000,000 feet of basswood, 3,000,000 oak, 6,000,000 birch, 3,500,000 elm, 2,000,000 maple, 5,000,000 hemlock, 1,000,000 ash, with several thousand railroad ties, with 100,000 cords of wood, land for farming is very best and should sell readily at from \$6 to \$10 per acre; 720 acres of this is under permit and timber only is included in this offer; 5,855 acres of land goes with the deal; price \$65,000, part cash, balance in annual payments for three or four years at 6 per cent. File 166.

But why emigrate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

Being familiar with the South and its many advantages and opportunities for investment, we ask you to consult us.

SOUTHERN LAND CO.,

134 MONROE STREET, CHICAGO.

J. F. OLSEN, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

Dealers in Southern Timber, Mineral and Farming Lands.

GOTHAM GLEANINGS

The fight is still on. Neither the lumber industry nor the truck drivers will give in. The building in New York City has come to a dead stop. In a circular just sent out by the New York Lumber Dealers' Association appeal is made to the whole lumbering in the country to uphold the workers in their stand. The circular reads:

"We want to impress on your minds that the question of closing the lumber yards of this city and preventing the delivery of all lumber to combat the unjust demands made by the United Board of Delegates vitally interests every wholesaler and retailer who ships to and every saw mill that cuts for this market. It is the first step toward compelling the use of union lumber in this city and none other but union lumber, and union lumber means union labor in your saw mill and the domination of the walking delegate.

"Do you desire a condition like this? If not, this association invites your support in every way possible. Will you give it? Your reply will give encouragement.

"Yours truly,

"J. D. CRARY,

"Secretary N. Y. Lumber Dealers' Assn."

* * *

The Whiting Lumber Company of Elizabethton, Tenn., the big hardwood manufacturers, are making big inroads in the ranks of the best metropolitan salesmen. On June 1 it secures the services of Harry S. Dewey, who has been for five years with Bliss & Van Anken of Saginaw, Mich. For the past year or more Mr. Dewey has been the New York representative of the house and has become very popular, for he is wholesome, genial and affable. He goes to Elizabethton to manage and act as sales agent for the immense output of the company, which is put at fully 20 million feet annually of hardwoods and white pine. In Mr. Dewey's place as New York agent comes Fred J. Johnson, at present Bliss & Van Anken's Philadelphia representative, and his place at the Quaker City will be taken by Mr. Miller, his assistant. Mr. Dewey was formerly in hardwoods and is glad to return to his old love.

* * *

E. Bailey & Sons of Patchogue, L. I., have been incorporated with a capital of \$100,000. The directors are Edwin and Joseph Bailey and Sherman Gerard, all of Patchogue.

* * *

The metropolis has been visited recently by O. O. Azler, secretary of the E. W. Upham Company, Chicago; Maurice L. Burton, of E. P. Burton & Co., Philadelphia; C. L. Barr, of the M. B. Farrin Lumber Company, Cincinnati; Robert C. Lippincott, Philadelphia; C. H. Bond, Oswego, N. Y.; Wilard Burns, of Hill & Burns, Buffalo; W. W. Lockwood, of the Rice & Lockwood Lumber Company, Springfield, Mass.; Charles Hill, of the W. H. Sawyer Lumber Company, North Tonawanda, N. Y.; Pen-

ennis White, North Tonawanda, N. Y., and S. L. Eastman, Saginaw, Mich.

* * *

Laurens P. Rider, of White, Rider & Frost, North Tonawanda, N. Y., and No. 39 Cortlandt Street, New York, is to be married on June 1 at the West Presbyterian Church, New York, to Miss Mintia Claussensius, an actress, formerly with the Earl of Pawtucket Company, under the stage name of Jane Field. Miss Claussensius is a Chicago girl and is very pretty and charming.

* * *

E. M. Price, of Price & Hart, hardwoods, No. 18 Broadway, has returned from his trip to the mills of the house in West Virginia.

* * *

A disastrous fire in the lumber yard of D. H. Southard & Co., at West Fourteenth Street and Ninth Avenue, New York, on the 21st st., did considerable damage, and is believed to have been of incendiary origin. No arrests have yet been made.

BUFFALO BITS.

Not to be behind the times in the matter of strikes, the Buffalo hardwood yards are running short handed this week and last, owing to the men who carry the lumber to and from the car and pile it going out on strike. The principal grievance on the men's side seems to be a question of wages. They claim it costs more to live now than it has heretofore and therefore they demand \$2 per day in place of \$1.75, which they have been getting.

* * *

On the other hand, quite a large number of these men have worked on year after year in the same yards steady, and have been kept on through dull times and busy times, and there is an aggrieved feeling on the part of the employers to think that these very men should go out voluntarily and leave their employers in the lurch at such a time when there is plenty of work to do. I do not know but I hardly think the men will get what they are after, partly on account of the way they have gone at it and partly because as a rule these men are steady, industrious, hard-working fellows, not accustomed to laying around idle, and I would not be surprised to see them go back to work any day.

* * *

Mr. E. W. Vetter is at Empire, Ark., personally looking after the manufacturing of cypress and quartered oak. Mr. Vetter has learned the lesson "if you wish to know that a thing is well done do it yourself," and acts accordingly, notwithstanding the difficulty in securing seasoned lumber.

* * *

In the meantime the yards are getting along as best they can with what help they can pick up on the outside, which, while somewhat uncertain, is much better than no help at all. It is to be hoped for all parties concerned that the matter will be settled one way or the other before long.

These times are too good to be jeopardized by such questions as these if there is any possibility of an adjustment that will not prove more harmful than good in the ultimate results. I presume some action will be taken by the lumbermen at their next meeting.

* * *

Another big factory is to be added to the already growing number of industries which are seeking out Buffalo as the most desirable city in America to-day for a location of manufacturing plants. The name of this institution is the Wright Chair Manufacturing Company, and it is capitalized at \$500,000, and will manufacture what is known as the Wright patent reclining chair, an invention of Mr. P. R. Wright of this city. Mr. C. J. McLennan, president of the McLennan Paint Company of Buffalo, is president of the new company, and his connection with it insures it progressive methods, substantial growth and ultimate success, since he will devote his personal attention to the new industry. Mr. P. R. Wright, the inventor of the chair, will have the general supervision of the manufacturing end of the new business, and this in itself will insure that the work will be done right.

* * *

The firm of Hugh McLean & Co. held their yearly meeting on May 1, 1903, and came to the unanimous conclusion that the past year was the best in this firm's history. After going through the usual routine business the firm took the necessary preliminary steps and afterward reorganized themselves into a stock company, capitalized at \$500,000; stock fully paid up, with the following officers:

Angus McLean, president and general manager.

William A. McLean, vice-president.

Hugh McLean, treasurer.

Robert D. McLean, secretary.

* * *

There is considerable lumber coming down by lake. Taylor & Crate have rented a dock at lower Black Rock to facilitate their handling lumber that comes by water. Both Taylor & Crate and G. Elias & Bro. expect a number of cargoes down this season. T. Sullivan & Co., who handle more elm than all the other concerns put together, have received one cargo so far, and others will follow in due course.

* * *

Mr. Orson E. Yeager seems to be able to keep quite an assortment of almost all kinds on hand, and it is needless to say that the selling end is taken care of equally well.

The Curl & Lytle Lumber Company is building a band mill with a capacity of 80,000 feet daily at Holcomb, W. Va. The mill will cost about \$20,000. The company has a large amount of birch, beech and maple in Nicholas County, West Virginia, and has another large mill in operation near the one at Holcomb. The Roane & Curl Lumber Company also has a big mill at Weston, W. Va., which is cutting hardwood.

PHILADELPHIA POST.

The congestion along the various railroads, which has so greatly interfered with the shipment of lumber during the past six months, is reported to have been somewhat relieved. The cars are moving with greater regularity and a return to the old conditions is expected.

* * *

Reports continue to reach the city of the disastrous fires which have been raging in the lumber tracts throughout the state. At Emporium, 7,000,000 feet of logs, together with log loaders, camps, etc., were destroyed, at a loss approximating \$100,000. The lumber camp of A. B. Peerley, on the Beaver branch of the Pennsylvania Railroad, was wiped out by a forest fire. More than 100,000 feet of logs, 1,000 cords of bark, two lumber camps and a train of ten cars were destroyed. Harlan's saw mill, at Bloomsburg, was also seriously crippled by the forest fires.

* * *

As an instance of the scarcity of lumber in this part of the country, the contractors who have charge of the work of constructing the Market street subway in this city say that they are unable to continue the work on account of their inability to secure timber for "shoring up" work.

* * *

The Bradford Woodworking Company has been incorporated in this city with a capital of \$10,000. The incorporators are George Kennington, C. J. R. Sprouls and Charles Bond.

* * *

John A. Bruner, a well-known lumber dealer of this city, died on May 8 at the home of his son-in-law, Frank J. Roe, in Pelham, N. Y. Mr. Bruner was born here in 1824 and received his education in the Philadelphia public schools. He entered the employ of Samuel L. Megargee in 1841 and acquired an accurate knowledge of the lumber business. He succeeded to the business twenty-four years later and in 1871 entered into partnership with Lewis Davis, with the firm name of Bruner & Davis. Mr. Bruner was one of the oldest members of the Lumbermen's Exchange and was recently elected to the first honorary membership of the organization. He was also one of the incorporators of the Lumbermen's Fire Insurance Company.

* * *

The planing mill of Munger & Bennett, at 111 North Delaware avenue, Camden, was damaged by fire to the extent of \$1,500 on May 8. It was caused by a quantity of sawdust catching fire from a rapidly revolving shaft.

* * *

Wood, Barker & Co. of Boston have established business offices in this city in the Real Estate Trust building, Broad and Chestnut streets.

* * *

S. Henry Keck, of the firm of Keck & Brother of Allentown, died at his home in East Allentown recently, after a short

illness of typhoid fever. He was born in 1855 and received his education at Muhlenberg College. In 1880 he entered the employ of the coal and lumber firm of C. L. and A. S. Keck, with which his father was connected. With his brother, William G. Keck, he succeeded to the business in 1888. The deceased was a director of the Pennsylvania Lumbermen's Protective Association and also of the Lumber Mutual Fire Insurance Company.

* * *

The Quaker City Coopersage plant, at Twenty-second street and Washington avenue, was visited by fire on May 8. The building was badly damaged, and its contents, including 4,000 barrels and many thousand of staves, were destroyed.

MEMPHIS MATTER

Memphis will have a strong delegation at the National Hardwood Lumber Association that begins this week. One of the decided favorites in hardwood circles in this part of the country, the Hon. W. H. Russe, will be urged for president. That gentleman is still abroad, but will be home within the next three or four weeks.

* * *

J. W. Thompson, of the J. W. Thompson Lumber Company, is in Mississippi looking after the selection of a site for a new lumber mill of that expansion-loving company. The mill will probably be located near Berclair, Miss., and will have a cut of 25,000 feet per day.

* * *

D. W. Baird of Grand Rapids, Mich., has been in Memphis the last few days. He represents large interests located in this section.

* * *

The Farrell-Miles Lumber Company, Limited, located at Mer Rouge, La., and Little Rock, Ark., has filed its articles of incorporation at the latter place within the past week. The capital stock is \$150,000. The officers are: William E. Farrell, president; C. M. Ferrell, vice-president; Richard Miles, secretary and treasurer.

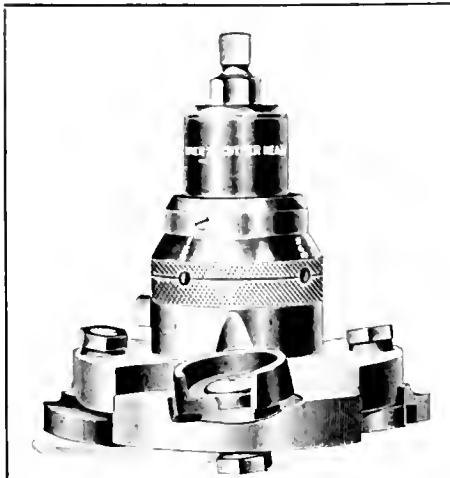
* * *

A large timber deal is reported from Dyersburg, Tenn., in Dyer County—that of the sale of the timber on 1,000 acres by D. G. Parker to Ferguson & Palmer of Paducah, Ky., for \$25,000 cash. Another sale to the same firm was made by A. J. Via for \$9,000. These timbers are in the Forked Deer River country, and it is understood that a tramroad will be built to enable the purchasers to haul the timber to Dyersburg, from whence it will be freighted to Paducah.

* * *

A big damage suit has just been filed here in the federal court. It is styled Dudley & Daniels vs. Inman Bros. The plaintiff's set forth that they constitute a lumber firm with main office located at Grand Rapids, Mich., and claim to have purchased by contract hundreds of thou-

WANTED.
 FIRST AND SECONDS AND COMMON
PLAIN AND QUARTERED OAK.
H. E. CHRISTIAN,
 INDIANAPOLIS, IND.



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THE ILLINOIS CENTRAL R. R.

AND THE

YAZOO & MISSISSIPPI VALLEY R. R.

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GEORGE C. POWER,
 Industrial Commissioner,
 1 Park Row, Chicago, Ill.

1000s of feet of timber from the firm of Logan Bros. at Newbern, Tenn. It is stated that the Indian firm refused to sell its contract, and that the plaintiff was entitled \$20,000 thereby.

The Yazoo & Mississippi Valley Railroad has sold to A. E. Nickey & Sons of Princeton, Ind., a 5,000-acre timber tract near Prochard, Tunica County, Miss. It is said that the land and plant will cost \$50,000. The purchasers already have a plant in Princeton, Ind., and several mills in Kentucky.

The Retail Lumber Association of Memphis, that has come to be quite a strong organization here, had their first general banquet one evening last week. Covers were laid for about seventy-five guests.

The Lansing Wheelbarrow Company of Michigan, who some time ago announced their intention of erecting a large southern branch in Memphis, have consummated necessary preliminary steps and will begin the work of erecting their plant very soon now.

George D. Burgess, of Russe & Burgess, has returned from a trip to their New Orleans branch.

NASHVILLE NEWS.

Arthur Ransom, of John R. Ransom & Co., speaking of the local trade situation, says: "Our business last month was very satisfactory, being the largest in our history, and prospects seem good for continued prosperity in the lumber trade."

J. H. Kissell of Leipsic, O., and J. E. Taylor of Crossville, on the Tennessee Central Railroad, are preparing to erect a mill on that line near Crossville. They will manufacture building stock.

The J. T. Morris Tie Company of St. Louis, capitalized at \$150,000, will open an office in Nashville for the direction of business it has started in the timber sections of Tennessee.

The Southern Furniture Manufacturers meet here April 21. This is a strong association in the southern furniture trade. There is always much competition among the southern cities to be the seat of the convention. The claims of Nashville were presented by T. F. Bonner, secretary of the Montgomery Furniture & Manufacturing Company.

Galen Parker, of Parker & Page, Boston, was here for several days recently, and bought some choice hardwood stocks.

Maj. W. M. Crossfield, representative here of Saxton & Co., of Knoxville, has lately been almost continuously traveling over the Mississippi Valley, and has

shipped out for his firm quite an amount of red gum.

C. T. Benedict, of the Benedict-Love Company of Calhoun, S. C., is visiting his old home here. He states that they are cutting a very fine quality of poplar logs and have accumulated some fine poplar. Their planing mills are at work at the same time on pine.

W. A. Ransom & Co., of McMinnville have recently acquired a good-sized timber tract, and are now operating three portable mills.

CINCINNATI GOSSIP.

On Monday night, May 11, the Cincinnati Lumbermen's Club held its monthly meeting and banquet at the Stag Cafe. It being the occasion of the annual election of officers, the attendance naturally was very good. Nobody regretted having been present, however, as the management of the stag tried to outdo all of their previous efforts, and as a result everybody enjoyed a royal feast. To make the occasional more enjoyable selections were rendered by the Walnut Hills High School Violin Club. The H. L. Mickle Lumber Company and the Enterprise Lumber Company were elected to membership in the club. After disposing of the various matters of business the election of officers was held and resulted as follows:

President, C. F. Korn, of Farrin, Korn Lumber Company.

First vice-president, B. A. Kipp, of B. A. Kipp & Co.

Second vice-president, I. M. Asher, with Nicola, Stone & Myers Company.

Treasurer, B. Bramlage, cashier Farmers' & Traders' National Bank.

Secretary, E. A. Swain, of Bennett & Witte.

T. J. Moffett, of Maley, Thompson & Moffett, was endorsed as Cincinnati candidate for president of the National Hardwood Lumber Association. Among those present were:

- | | |
|-----------------|------------------|
| John Hawkes | W. A. Bennett |
| Geo. A. Shaw | Geo. C. Cole |
| F. W. Moxbray | C. C. Emswiler |
| M. Banning | A. B. Ideson |
| E. K. Pritchett | E. J. Thoman |
| Dwight Hineckly | Robt. Cronan |
| H. K. Mead | A. E. Hart |
| W. J. Sweney | L. H. Gage |
| Geo. M. Morgan | J. Watt Graham |
| B. A. Kipp | F. M. Possell |
| Chris Evans | N. R. Johnson |
| E. O. Robinson | B. Bramlage |
| C. H. Pease | C. W. Tomlinson |
| J. S. Hurd | W. S. Sterrett |
| H. L. Mickle | J. W. Myers |
| J. T. McRoberts | J. A. Van Orsdel |
| H. P. Wiborg | E. T. Ransom |
| I. M. Asher | J. B. King |

John L. Kaul, of Kaul Lumber Company of Birmingham, Ala., prominent southern operators in yellow pine, recently put in a few hours between trains in Cincinnati.

The R. E. Becker Company, who have had an office in the Pickering Building, have moved same to their yards, which lay along the Cincinnati Southern Railway

at the intersection of McLean avenue and Poplar street.

* * *

B. W. Hedden, representing H. H. Salmon & Co. of New York City, was also a recent visitor to this market.

* * *

J. T. Burford, of Burford Lumber Company of Chattanooga, Tenn., was another recent visitor to this trade center.

* * *

Still another visitor to this market was R. J. Briscoe, manager of St. Louis branch of the Desha Lumber Company.

* * *

J. W. Darling, of the J. W. Darling Lumber Company of this city, is the recipient of lots of congratulations these days, all on account of the arrival, on May 14, of a baby at his home.

* * *

B. A. Kipp & Co., who have been occupying the yard at 105 and 107 West Water street, have purchased ground on West Sixth street and have completed the removal of their stock and office to the new quarters.

ST. LOUIS SAYINGS.

Announcement is made that the tenth annual lumbermen's picnic will be held at Cottage Grove, a beautiful point on the river, on June 1. It will be an all-day affair, the steamer Cape Girardeau leaving at 9:15 a. m. There will be the usual hotly contested baseball game between the "Hardwoods" and the "Pines," which is usually won by the hardwood boys, and also an almost unlimited number of athletic events. Dinner and supper will be served on the boat, and there will also be a general cakewalk on the boat on the trip home. These annual picnics of the St. Louis lumbermen have come to have a national reputation, and there is never one given which is not attended by all the local lumbermen, their families and a number of people from out of town. It is the one opportunity of the year to get acquainted on a social basis, and many friendships have been made between competitors who were formerly enemies. The day is considered as a legitimate holiday for lumbermen, and no attempt at business is attempted.

* * *

A large crowd of local lumbermen leave for Indianapolis to-day to attend the meeting of the National Hardwood Lumber Association. The town is not exactly depopulated, but there will probably be as large a St. Louis representation as at any previous hardwood convention.

* * *

Announcement is made of the resignation of T. C. Skeen, special agent at St. Louis of the American Lumber & Manufacturing Company of Pittsburg, to become effective about July 1. Mr. Skeen has not yet announced his plans; however, it is understood that after that time he

will continue in the line of coast products—white pine, hardwoods, cypress, yellow pine, car, railway and structural materials, with increased facilities.

NORTHWEST NEWS.

A. H. Barnard, of Barnard & Strickland, the well-known Minneapolis wholesalers, represented the dealers of this city at the Indianapolis convention.

* * *

C. F. Osborne, of Osborne & Clark, the hardwood wholesalers of Minneapolis, has returned from a visit to his property at Erie, Ill., where he has a prosperous retail lumber yard. He reports fine weather and good trade conditions there.

* * *

Wm. Miller, president of the Minneapolis Cedar & Lumber Company, has returned from a business trip through Wisconsin.

* * *

Wilcox Bros. Lumber Company of Minneapolis, which has been a retail house, has branched out into the wholesale bills, and will supply house bills for the city trade from its yard, which will carry hardwood as well as pine stocks.

* * *

E. Payson Smith, the well-known Minneapolis dealer in southern hardwoods and yellow pine, is on an extended southern trip looking after stocks of lumber at the mills for which he contracts.

account of declining health, he had practically retired from active business.

Milton W. Shirk of Peru, Ind., another old-time and wealthy lumberman, passed away on the 9th inst. He was 53 years old. Besides his lumber business, he had vast holdings in other mercantile interests and real estate.

The many friends of F. J. McBennett will mourn his death, which occurred on the 12th inst. For the past few years he has been identified with the Paepeke-Leicht Lumber Company interests, coming here from Fort Wayne, Ind., where he was engaged in the lumber business on his own account. Prior to this he was employed in the firm of Ross, Bradley & Co. of West Bay City, Mich. He had recently acquired stock in the Chicago Mill & Lumber Company, an allied concern of the Paepeke-Leicht Company, and at the time of his death was assistant secretary and assistant manager of that company.

Mr. McBennett was born in 1872 at Fort Wayne, Ind. He leaves a wife and a baby son to mourn the untimely and unexpected loss.

The Markets.

CHICAGO.

According to best information the building trade requirements of Chicago are on the decline and already below normal. Labor troubles are responsible in most part for this condition. There was never a better demand for office quarters, nor, in fact, any other kind of domicile accommodations, and capital ordinarily would be seeking such investments, but coupled with the high prices on all kinds of building material, the demands of labor make the situation anything but inviting to investors.

Aside from this blot on the business horizon the situation is excellent. Other lines of hardwood lumber consumption are active and, in fact, demand from such sources is really far in excess of the supply.

As to the relative standing of the different kinds of hardwoods there is but little change to be noted. From outside sources we learn that stocks of hardwoods are beginning to show some accumulation, but immediate wants in the way of dry lumber are still going begging.

The strike among the tallymen in the yards here has curtailed shipments to some extent, notwithstanding a fair movement has been going on.

PITTSBURG.

Dealers in hardwoods have only one cry—too many orders and too few shipments. With the mills of every concern in the city running overtime, the dealers are still unable to keep up with the demands of the trade, and are daily forced to discriminate between orders, taking those only which it is possible to fill within a reasonable length of time. No line of hardwoods is moving slowly, and those dealers who happen to have a small quantity of any wood on hand have only to let it be known to get a number of buyers.

OBITUARY.

William E. Corydon, well known in the lumber trade, with which he has been connected in Chicago for several years past, was found dead in bed at his home in this city. In his right hand he clutched a revolver, and a bullet wound over the right temple indicated how he had come to his death. There was no reason for the act, and the inference is that he was mentally unsoond at the time.

Mr. Corydon was 57 years old and a veteran of the civil war. For many years he was manager of the Holt Lumber Company's business at Oconto, Wis. More recently he has been in business on his own account, and, it is said, had built up a flourishing business. A wife and two daughters survive him.

Ezra Hunt, who will be remembered by many of the older Indiana hardwood lumbermen, died at his home in Kokomo, Ind., on the 15th inst.

Mr. Hunt was born in Henry County, Indiana, in 1811, but had lived the greater portion of his life in Kokomo, where he was esteemed as an enterprising and honorable citizen. He was a civil war veteran, attaining the rank of captaincy. After the war he became engaged in the lumber and planing mill business at New London, and later at Kokomo. Of late years, on

More hardwood is being used in the home market than ever before, and prices have been more or less delayed in decreasing by the freight congestion.

Prices are stiff and rates somewhat higher than last year. Among the best posted dealers it is the opinion that prices, although still pointing upward, have about reached the top. They do not take the tremendous demand now to be a sufficient reason for owners forcing prices any higher, for they believe that with higher prices would come extensive substitution of other woods that can be bought cheaper. On the other hand, they do not look for any slump in prices like that of a few years ago. Even if the building boom should subside for a time there would only result a season of slow sales, not a decided drop in prices. In general the condition of the market is very satisfactory, and dealers have no trouble in getting good pay customers for every carload of hardwood they can furnish.

ST. LOUIS.

The labor troubles in the various large cities are causing some comment among the local wholesalers, and they claim to notice a slight decline in the demand as a result. Despite this condition, however, the demand is still greater than the ability of the wholesalers to supply, and no fears are entertained as to the future. Considerable less business could be offered and the market would still be left in a very satisfactory condition. All other conditions are the best ever, and now that the mills are able to turn out more lumber, the only unsatisfactory feature—that of supply—promises to be partially eliminated. Reports from the mills show that a large number of those located in the lowlands of Mississippi, Louisiana and Arkansas are still unable to run because of the flooded conditions, but each day witnesses an increase of the southern production, which is gratifying. So many contracts have been made with the mills that the buyers now in the southern country are not accomplishing very satisfactory results and the mills are able to obtain their own prices for whatever they have to sell. This condition in itself, according to local opinion, will hold prices to a firm basis for an indefinite period, and there is little local fear as to the future.

Local receipts are made up almost entirely of stock which was sold before its arrival, so that little stock is being offered on this market. These receipts are also almost entirely made up of absolutely green lumber, which will not be ready for the consumer for several months, so that they are having little effect upon present conditions. Everyone is anxious to buy lumber, whether it is dry or green, and the fact that all receipts are green makes it practically impossible to secure dry stock.

BUFFALO.

While business is so brisk and shipments are being made with such increasing regularity it seems almost impossible to accumulate stock, and consequently the yards in Buffalo present rather a dilapidated condition at the present time. There is not nearly the amount of lumber on hand in Buffalo to day that there was a year ago.

Prices keep up about the same as they have been on almost everything, with no signs of weakening. I hear of one prominent hardwood dealer making the remark that in the ups and downs of the lumber business what one made in one good year he lost the following year that was not so good. I don't believe there is but one man

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.

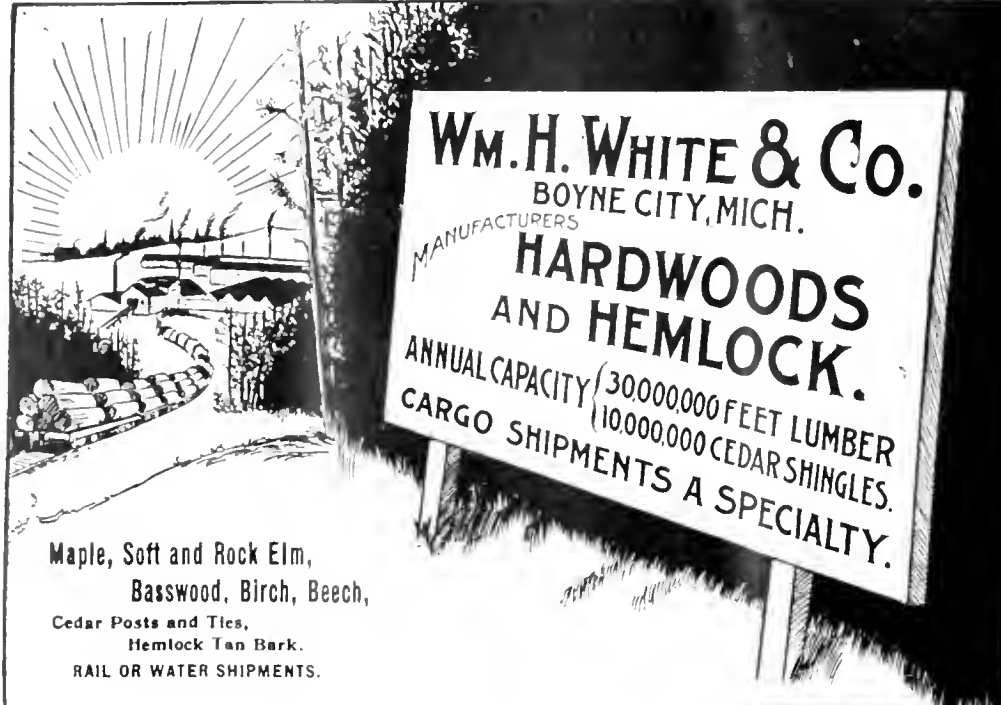
With Us It's Strictly High Grade
COTTONWOOD
OR NONE.
The Farrin-Korn Lumber Co.,
Branch Yard: CAIRO ILL CINCINNATI, OHIO.

We re-manufacture for special uses and supply factory trade rough or dressed cottonwood on annual contracts, making a specialty of filling difficult orders.

CHARLES H. BARNABY,
MANUFACTURER OF
BAND SAWED HARDWOOD LUMBER
QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.
GREENCASTLE - - - - INDIANA.

W. A. RUST, President. F. R. GILCHRIST, Vice-Prest. 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



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.

in Buffalo that would make that remark this year. It is some men's nature to croak, and there are some of the breed in Buffalo, but the good times have lasted so long they have got pretty well tired out prophesying the hard times that don't come and that show no signs of coming.

Taking it all around, there is very little change in the general market condition from my last letter.

MEMPHIS.

The activity in lumber demand continues here, but the mills have been doing better work recently. The high tide of prices has likely been reached, and the tendency of the market is to an easier tone. This year promises to be another of the "unprecedented" in local building, and big and little contracts are coming thick and heavy. The box manufacturers and the general lumber trade are still clamorous for cottonwood. Poplar is more active. Ash is scarce in large quantities of the better grades. Orders for cypress from out of town are not quite so numerous, but this decrease is offset by the local demand. Gum has been sold in quantities in the domestic and foreign markets.

NEW YORK.

Even with the general lumber situation dull, the trade in hardwoods is of quite a satisfactory nature. Of course, no stock of any amount is either moving in or out of the retail yards of the boroughs of Manhattan and the Bronx, but the export trade is not being affected and the furniture and interior trim men are getting what they need, while, as for out-of-town orders, they are being filled right along.

Firmness, too, continues to be the feature of prices. It might be imagined that with only a fair call there would be certain elements of weakness creep in. But this is not discernible. Everything—oak, plain and quartered, poplar, ash, walnut and mahogany—is scarce and high, and there is no reason why holders should go down a penny in their prices to secure orders. The latter are bound to come, and the chasing to be done is all on the part of the buyer. The seller knows he has a good thing and can afford to wait.

CINCINNATI.

Thus far this month has proved to be very good for the hardwood dealers, although even at that it is a little behind the month of April in volume of business transacted. The demand continues good, but sales are not effected as easily as they have been, for certain woods. The supply on some woods seems better than it has been, but not to a very great extent. Prices are high and firm and bid fair to remain where they are for some time. To this may be attributed the reluctance of large consumers to lay in heavily of needed stock. The scarcity of dry stock has also played havoc with the many yards in this vicinity. They look as if a cyclone had struck them and the owners claim it is next to impossible to get any desirable lumber.

PHILADELPHIA.

Despite the fact that the carpenters' strike seems to be no nearer a settlement than on May 1, when the men quit work, the trade conditions in this city are unusually good and all of the dealers are looking forward to one of the largest seasons in the history of the trade. All of the lumber men admit that the strike has lessened the demand for building material,

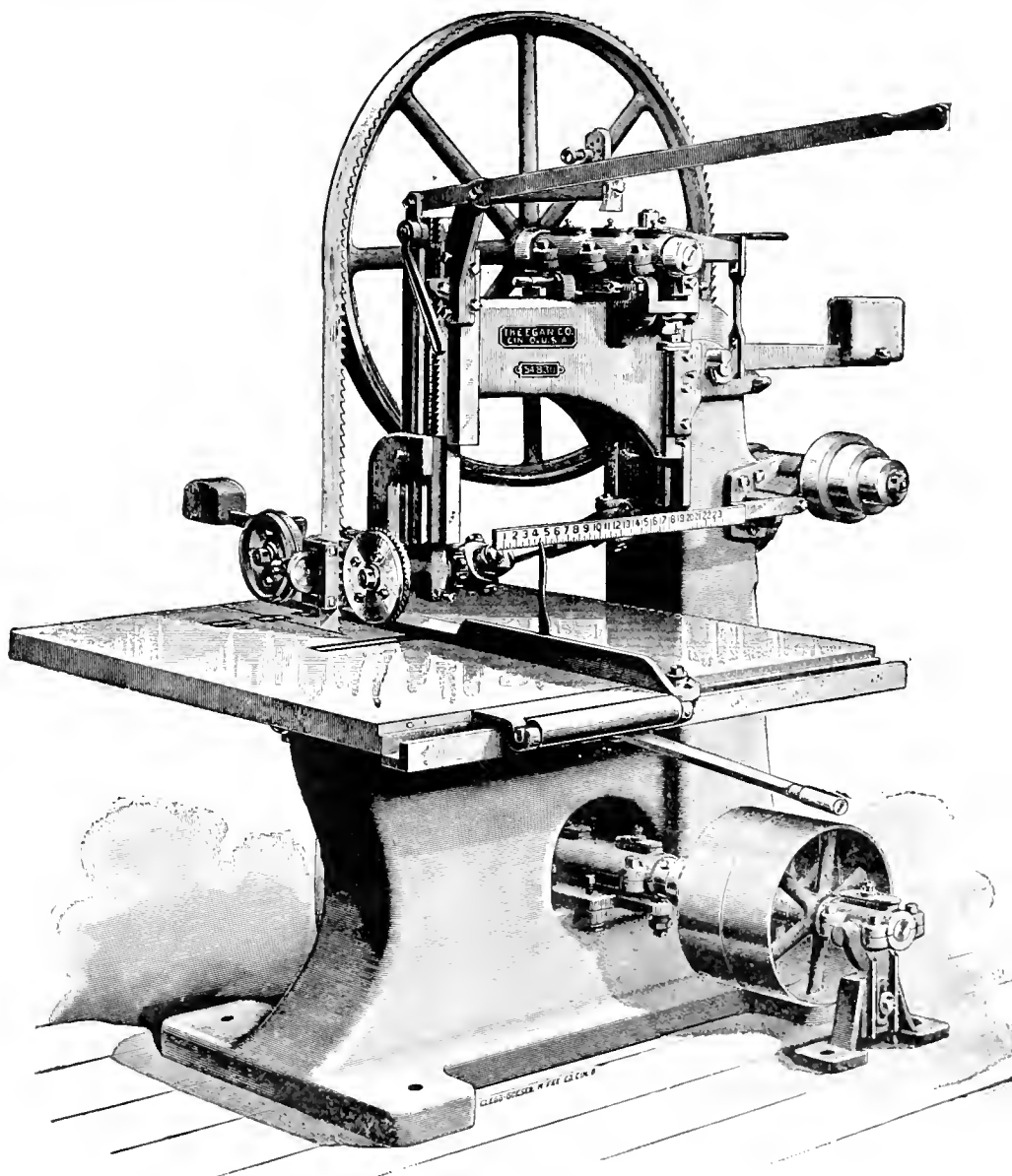
but the falling off was not nearly so great as the dealers anticipated. The demand for lumber in the districts outside of the city is extremely heavy, and the dealers are shipping many carloads out of the city each day.

NEW BAND RIP SAW.

If any of our readers have any ripping to do, the machine here represented will without doubt prove of much interest. Its

ble danger to operator. Its many advantages that enable it to do good work and prove labor saving require detailed description, so cuts should be sent for in order to thoroughly understand what it can do. The thin saw blade will save an amount of kerf that will be readily appreciated by all users of fine lumber. The straining device, with knife edge balance, insures at all times an even tension on the saw blade, something so necessary to prolong its life and yet so seldom found.

The lower wheel being solid there is no



NO. 1. BAND RIP SAW.

makers claim it will surpass in quality and quantity anything in this line they are now using. For ripping fine lumber it is far in advance of other models of this character and represents an entirely original departure. There is no other like it, and it has met with unqualified success wherever used, as is attested by many letters from its users who praise its merits very highly. Copies of these letters will be sent to any desiring them, as it is the policy of the makers to prove as far as possible every claim they may make concerning any machine. The machine was patented February 27, 1900, and October 2, 1900.

It will do either light or heavy work, and cut either soft or hard wood, with no possi-

vibration, increased momentum, and no possibility of it overrunning the upper. By the single movement of a lever the machine is converted into a hand feed rip saw, and where flooring is made in large quantities, it is fitted with a long table in which are rolls for quickly returning material. The feed rolls are placed close together, so that short work can be done to advantage.

The builders of this tool, J. A. Fay & Egan Co., of No. 111 to 131 W. Front street, Cincinnati, Ohio, can be addressed for further particulars.

Their new complete catalogue of wood-working machinery will be sent free to those interested, who will write for it, mentioning this paper.

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.

FRANK R. CRANE.
FRED. D. SMITH.

F. R. CRANE & CO.

Wholesale Dealers in

HARDWOOD LUMBER,

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

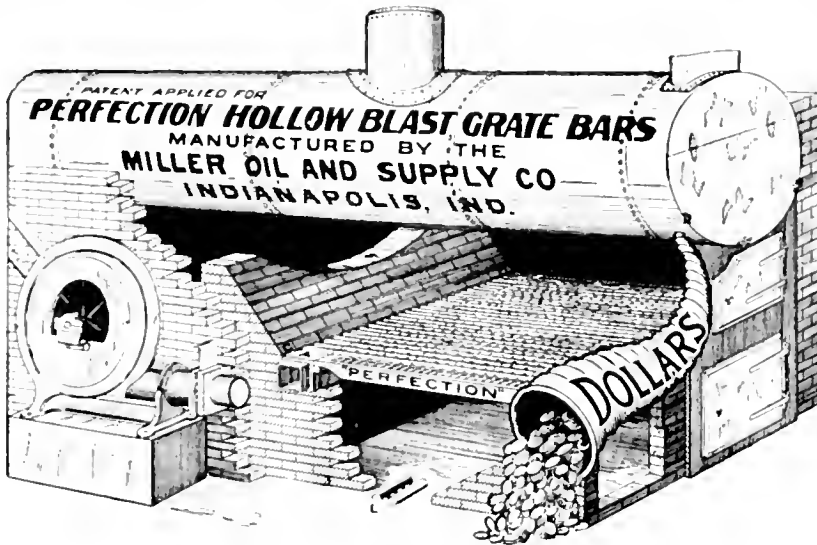
We are in the market for all kinds of Hardwood Lumber. Will pay cash for dry stock and make inspection at point of shipment if desired.
SEND US YOUR STOCK LIST.



WALNUT,
OAK,
ASH,
POPLAR.

BUY THE BEST

Perfection attained at last. The result of many years of practical experience with Hollow Blast Grates.



SAVE FUEL. INCREASE YOUR STEAM.

H. S. Adams, Fortville, Ind. "They are indeed rightly named Perfection. They are superior in every respect to the other Hollow Blast Bars which I used in our plant when located in another place. I am running entirely with Saw Dust, and have an abundance of power. The sale of the offal of my mill is a great source of revenue."

G. W. Hartman, Anderson, Ind. "I never bought a piece of machinery that paid as large returns as these bars."

Patterson & Son, Needham, Ind. "We regret that we did not put Perfection Hollow Blast Grate Bars in sooner."

Shipped on thirty days' trial. Write for proposal, giving number of boilers and length and width of Grate Surface.
MILLER OIL AND SUPPLY CO.

JOHN S. BENEDICT

**WAGON STOCK
and HARDWOOD LUMBER**

ALWAYS IN THE MARKET.

135 W. HALSTED ST., CHICAGO.

**BOYNE CITY
LUMBER CO.**

BOYNE CITY, MICH.

Michigan Rock Maple and other
Michigan Hardwoods.

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

THE FERD BRENNER LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

We are in the market to buy all Southern Hardwoods. Correspondence solicited.

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 3/4-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.

Codes Used: A. B. C., Lumberman's and Western Union.

KANSAS CITY, MO., U. S. A.



— We are in the Market for —
**COMMON AND CULL and
 MILL CULL COTTONWOOD.**
 It will be to Your Advantage to Write Us.
THE NICOLA BROS. CO., - Pittsburg, Pa.
 Buyers and Sellers of **HARDWOODS.**

**TAYLOR & CRATE
 HARDWOOD LUMBER**

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for
 the future.

(Established 40 Years.)

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each
 month with reasonable prices extended, the result
 will surprise you. TRY IT.

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

FOR SALE:

Indiana Stock.

2 cars 3/4-inch plain white oak, common.
 2 " 1 " " " " 1st and 2nds.
 2 " 1 " " " red " " "
 3 " 1 " " quartered red oak, common.
 1 car 1 1/4 " " " white oak, common.
 1 " 2 " " " " "
 1 " 1 " " common quartered white oak strips, 2 to 4 inches
 wide.
 2 cars 1-inch common poplar.

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

WISCONSIN HARDWOODS

LOG RUN OR ON GRADE.

**"SHAKELESS" HEMLOCK,
 THE BEST IN THE LAND.**

GOOD GRADES, PROMPT SHIPMENTS.

MIXED CARS

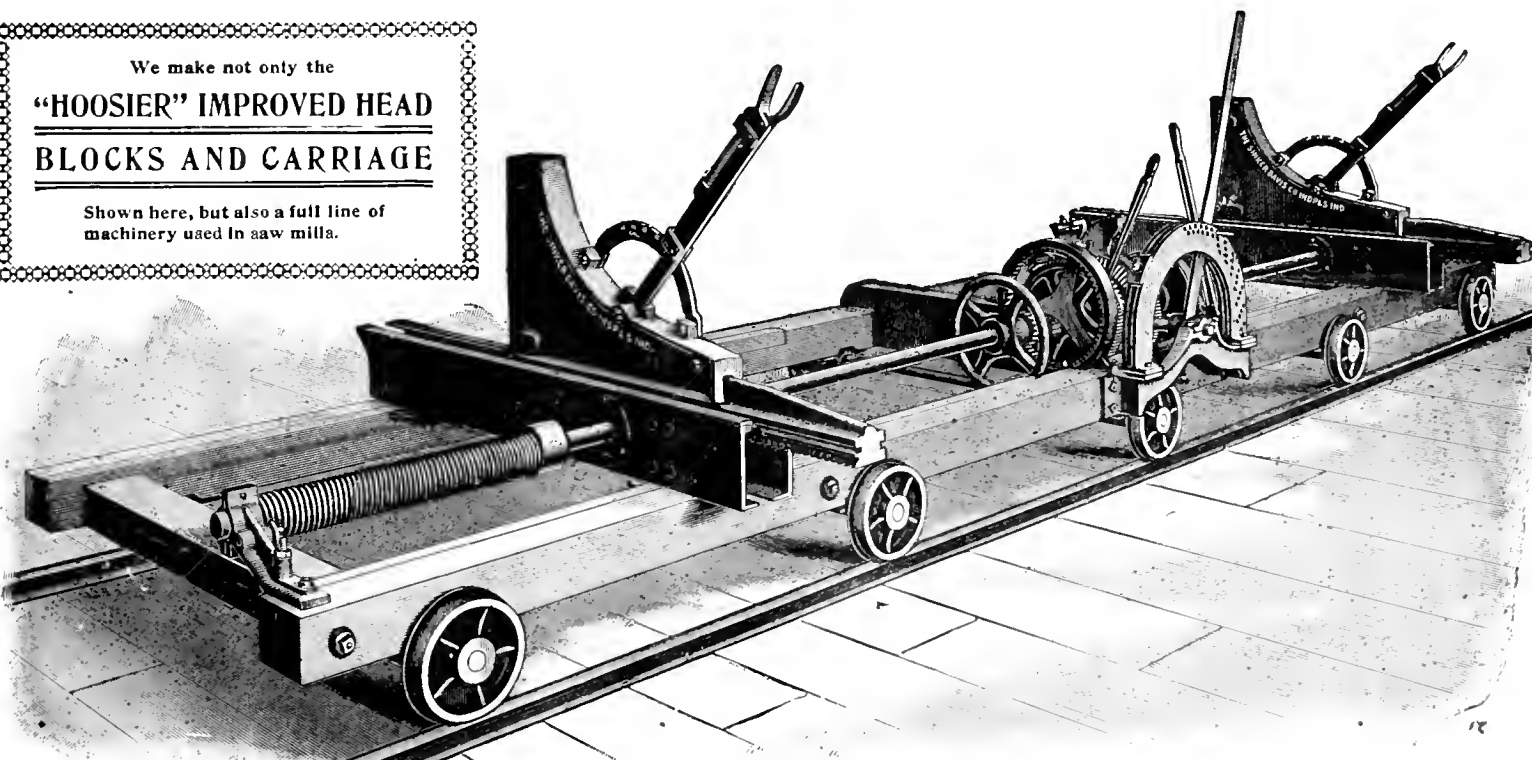
Pine, Basswood, Birch, Maple, Elm, Oak.

**JOHN R. DAVIS LUMBER CO.
 PHILLIPS, WIS.**

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.

WRITE TO

STEWART & JACKSON

IF YOU WANT TO BUY OR SELL

POPLAR AND HARDWOODS,

OFFICE: UNION TRUST BUILDING.

YARDS: CLARK ST. DALTON AVE.

CINCINNATI, OHIO, U. S. A.

WANTED—FOR SALE—EXCHANGE.**WANTED COMPETENT INSPECTOR.**

One who thoroughly understands the grading of poplar and hardwoods. State age, experience and salary wanted. Address

KY, care Hardwood Record

BUSINESS OPPORTUNITIES.**NOTICE.**

The undersigned will purchase interest in good lumber proposition, join experienced parties in development, or advance additional capital to enlarge saw-mill business and market output. Don't answer unless you can offer us a really good proposition and can give complete details.

"A. B. C." Hardwood Record.

TO LET—SAWING CONTRACT

To responsible parties to saw oak, chestnut, gum and cypress at point about 100 miles south of Memphis in Mississippi. Give size of your mill, experience, references, price per M. on plain and quartered sawing and earliest date you could start work.

"SAWING." Hardwood Record.

FOR SALE.

Saw mill. Controlling interest in one near Blytheville, Ark. circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft. per day. Cash or easy terms to responsible party. Address R. U. P., care Hardwood Record

LUMBER WANTED.**WANTED GREEN OR DRY**

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED BLACK WALNUT LOGS.

Also Walnut lumber and squares. Inspection made at point of shipment. Correspondence solicited. Address

A. E. FRENCH,
Wellington, Ohio.

WANTED—OAK OR CEDAR TIES.

80,000—6x8, 8 ft., 12,000 for immediate delivery, balance for delivery late this Fall. Address

S. J. VINNEDGE & CO.,
1112 Fort Dearborn Bldg., Chicago.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.

DÜHLMAYER BROS.,
Cincinnati, O.

WANTED.

Cull quarter-sawed white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.,

Main and Chambers Sts., St. Louis, Mo.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak

WRITE US.

CONTINENTAL LUMBER CO.,

Monadnock Building CHICAGO.

WANTED.

Quartered red and white oak. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.

W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.

PAGE & LANDECK LUMBER CO.
Milwaukee, Wis.

WANTED—FOR CASH.

100 M ft. of 2-inch common and cull basswood.

Address R. L. BECKER CO.,
68 Pickering Bldg., Cincinnati, O.

WANTED.

To contract for 200 M ft., 2-inch log run Gum.

GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1½ inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.

L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

50 to 100,000 ft. 1 inch good common cherry, shipping dry, for immediate shipment.

STEELE & HIBBARD,
St. Louis, Mo.

WANTED.

1, 1¼, 1½, 1¾, 2 and 2 inch clear white and red oak squares, 24 inches long.

1, 1½, 2 and 2½ inch common and better bass wood.

1½x1½—15-inch clear maple or birch.

2x2—15-inch clear maple or birch.

3x3—13-inch clear gum or ash.

3-inch common and better soft elm.

THEO. FATHAUER CO.,

134 Monroe street, Chicago.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.

1 car each 1, 1¼, 1½, 2 inch Chestnut first and seconds.
1 car each 1¼, 1½, 2 inch Hickory firsts and seconds.

10 cars each 4x5—6 foot or 12 foot Hard Maple Axles.

50 cars W. Oak Bill stuff.

100 cars Crating, all kinds.

What is your specialty?

We reach every part of the United States.

Address: Hardwood Dept.,

AMERICAN LUMBER & MFG. CO.,

Pittsburg, Pa.

WANTED—FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address

O. E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,

East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade.
100 M feet Red and White Oak, any thickness and grade.

30 M feet 1½ to 4 inch, 1st and 2nd Hickory.

F. H. HEIDLER & CO.,
Robey and Blue Island Ave., Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.

LELAND G. BANNING,
Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
Station "N," Cincinnati, Ohio.

WANTED.

50 M ft. 1 inch Common Quarter Sawed Sycamore.
100 M. ft. ¾ inch Common Gum.

GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WE WANT

5 cars 2-inch common and 1sts and 2nds Hickory.

3 cars 2¼-inch common and 1sts and 2nds Hickory.

4 cars 3-inch common and 1sts and 2nds Hickory.

2 cars 3-inch 1sts and 2nds qtd. White Oak 12 to 16 ft.

10 cars 1-inch common and 1sts and 2nds Poplar.

5 cars 2-inch common and 1sts and 2nds Poplar.

5 cars 2½-inch common and 1sts and 2nds Poplar.

10 cars 3-inch common and 1sts and 2nds Poplar.

10 cars 1-inch Gum, cull, common and 1sts and 2nds.

10 cars 1-inch and 1½-inch cull Cherry.

EMPIRE LUMBER CO.,

1-10-11. No. Branch and Blackhawk Sts., Chicago.

WE WANT

2-inch hickory in all grades, green or dry. Write us.

TOWNSEND & THOMPSON,
North Manchester, Ind.

WANTED.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO.,

Indianapolis, Ind.

IF you want cash for your lumber, write

M. ROEDER,

1440 Roscoe St., CHICAGO.

WANTED—FOR SALE—EXCHANGE.

WANTED.

5 cars each, 1, 1½ and 2 inch 1st and 2nd Sap Gum, 5 cars 1-inch quarter sawn Sap and Red Gum, 5 cars 1-inch common Red Gum, 5 cars 1-inch common Sap Gum. For delivery within 30 to 90 days. Quote delivered on a New York, also on a Boston, rate. Address M. N. N., care The Hardwood Record.

WANTED.

Large quantities of Poplar electric wire casings for export. Will pay cash. Address "CASING," care The Hardwood Record.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress. Will inspect at shipping point and pay cash. BUFFALO HARDWOOD LUMBER CO., 940 Seneca St., Buffalo, N. Y.

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—WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash. H. A. LANGTON & CO., Terre Haute, Ind.

LUMBER FOR SALE.

DID IT EVER OCCUR TO YOU

That we could sell you *well-made* lumber in white or red oak, poplar, gum, etc., at the right prices? We also make a specialty of *our stock*.

A. R. VANSICKLE & SON,
Tammis, Ill.

FOR SALE.

Plain and quartered red and white oak, poplar and walnut logs. Want to contract to cut railroad ties and timbers and gum timber to suit purchaser.

W. P. SIMONTON & BROS.,
Brighton, Tenn.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE—DRY LUMBER.

Arkansas Red Gum, in all grades, Oak, plain sawn red, 1st and 2nd, Oak, plain sawn red, common, Poplar, 1st and 2nd, Poplar, common, Poplar, cull.

Oak, plain sawn white, 1st and 2nd, Oak, quarter sawn white, 1st and 2nd, Oak, quarter sawn white, common, Oak, quarter sawn white, strips, 3x8 and 3x10 Red Oak bridge plank, And anything in line of hard woods. J. V. STIMSON,
Huntingburg, Ind.

FOR SALE.

Cut of band mill sawing mostly quartered oak, plain oak and some poplar. For further particulars address "BAND SAWED," care Hardwood Record.

WANTED!

We are in the market for dry quarter-sawn white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
Manufacturers Hardwood Flooring,
LYONS, Ky.

FOR SALE.

Yellow pine pole stock, in standard sizes, from 2x6—10 to 4x8—12 feet, both green and dry, for immediate as well as future shipment. Write us your wants quick.

THE FARRIN-KORN LUMBER CO.,
Cincinnati, O.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades, 100 M ft. 1-inch log run Soft Maple, on grades, 3 cars 1-inch sound wormy chestnut, Tenn. stock, a little 1½ and 1¾ inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades, 20 M ft. 1 to 2 inch log run Walnut, 100 M ft. 1 to 2 inch Cherry, all grades. This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

WANTED.

1 inch cull and better (plain and quartered 1½ inch common and better) WHITE OAK. Can take mixed cars.

Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

FOR SALE.

5,000 feet 2½x6 inch and up 1sts and 2nds quartered White Oak, 4,000 feet 2½x6 inch and up 1sts and 2nds quartered White Oak, 9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak, 700 feet 3½x6 inch and up 1sts and 2nds quartered White Oak. Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,
1142 Seneca St., Buffalo, N. Y.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.

KELLEY LUMBER & SHINGLE CO.,
Traverse City, Mich.

FOR SALE.

Large amount of 6x8, 8 ft. Oak and Chestnut Ties.

ROY LUMBER CO.,
Nicholasville, Ky.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar, 200,000 ft. 1-inch log run Chestnut, 50,000 ft. 1-inch dry common quartered Red Oak, 75,000 ft. 2-inch common and better, shipping dry, White Oak, 20,000 ft. 1-inch, dry, mill-cull Walnut.

NORMAN LUMBER CO.,
Louisville, Kentucky.

TIMBER PROPOSITIONS.

WANTED TO PURCHASE CYPRESS STUMPAGE.

Must be large and of the very best character of timber, accessible to either railroad or river. BLANTON-THURMAN LUMBER COMPANY,
Memphis, Tenn.

WANTED—STUMPAGE.

Oak and poplar timber on a stumpage basis at price per M as lodged or will join parties owning timber and will put in equipment and manufacture on basis of division of profits. Give estimate of timber of different varieties, location of tract by streams, mountains, towns, etc., so we can locate on Gov. topographical maps and estimate of cost of logging and delivering to railroad. "TIMBER LANDS," Hardwood Record.

WANTED—TIMBER LANDS.

The Hardwood Record, account of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

BARCAIN IN LA. AND MISS.

7 100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 3,000 feet per acre. Arrangements must be completed by June 23rd or it will be withdrawn from the market. Full particulars and blue prints from

WILLINGMYRE & RHODES,
Saline, Mich.

HARDWOOD STUMPAGE FOR SALE.

300,000 White Oak Trees, 20 in. diameter up, averaging 30 feet to limbs, \$1.25 tree. Can have delivered in boom at railroad station in Kentucky for \$6.50 per M in addition. 5,000 Poplar Trees in Kentucky, from 20 in. up to 60 in. diameter. 3,000 acres Stumpage, principally Poplar and White Oak, on railroad in Kentucky, direct line to Cincinnati, O. Plenty of hardwood propositions on hand that are rare bargains. E. D. MILLER,
155 Washington St., Chicago.

FOR SALE.

Small oak on 7,500 acres. Railroad through property. For particulars write to C. M. T., care Hardwood Record.

MACHINERY.

FOR SALE, SECOND HAND MACHINERY

One 60-in. x16 ft., 80 H. P. tubular boiler, One 12x24, 50 H. P. slide valve engine, One 48-inch two block, with knight dogs, Sinker-Davis carriage, One 36-inch heavy iron frame rip saw, One saw husk, Two circular saws.

All of the above first-class machinery. Address, WM. L. BROWN,
Mitchell, Ind.

WANTED—BAND SAW MILL.

Will purchase complete band mill of at least 20 M capacity delivered F. O. B. Memphis, Tenn. Give full description and very best price, make of machinery, how long it has been used and condition. "MACHINERY," Hardwood Record.

WANTED, AT ONCE.

Complete second-hand Band Mill. Must be modern in equipment. Advise with detailed description and price. Address J. V. STIMSON,
Huntingburg, Ind.

FOR SALE PORTABLE SAW MILL.

Complete with edger, engine, boiler, belting, shafting, tools and all necessary accessories. Capacity 10,000 to 15,000 feet daily. Timber all cut reason for desire to sell. Will sell at a bargain to immediate purchaser. Address

RUSKAUFF LUMBER CO.,
Pittsburg, Pa.

FOR SALE CHEAP.

One Coe Vencer Cutter, 76-inch knife. Address BOX "A," Algoma, Wis.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

HARDWOOD RECORD.

Wanted—Mill Culls

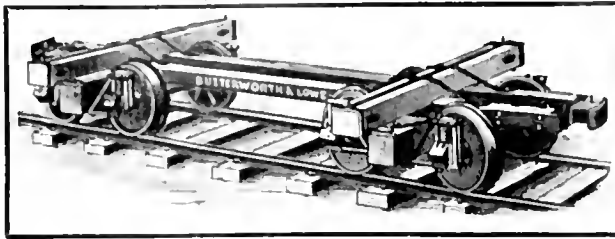
IN 1-INCH POPLAR, COTTONWOOD AND GUM.

E. L. EDWARDS, Dayton, O.

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.

ANN ARBOR RAILROAD

AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-NEE 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 **T. E. RIELY,** Com'l Agent, Ann Arbor R. R. **MILWAUKEE, WIS.**

THE RECOGNIZED AUTHORITY

ON LUMBER CREDITS IS THE **RED BOOK** ALL WHO USE IT TESTIFY TO THIS.

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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the

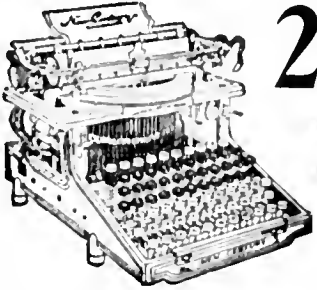


The remedial properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$8 up to \$35 per week, including free use of all the waters.

Booklet telling all about the waters and giving list of hotels and boarding houses, with their rates sent free.

FRANK J. REED, G. P. A., - **MONON ROUTE, CHICAGO.**



25%

MORE 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.

ATTENTION, FARMERS:

Why remain in the North and stay in doors six months in the year consuming what you raise during the other six months? Go South where you can work out doors every month in the year, and where you are producing something the year round. If you are a stock raiser you know your stock are now "eating their heads off" and, besides, have to be protected from the rigors of winter by expensive shelter. Cost of production determines place of production, and Alabama and Florida can produce beef and sheep cheaper than any other state, and must become the center of a great industry already begun. Economical stock feeding requires the combination of both flesh-forming and fat-forming foods in certain proportions. Alabama and Florida contain millions of acres of unutilized cheap range, and these lands when cultivated produce in abundance the velvet bean and cassava, the first a flesh producer, and the latter a fat producer, and they are the cheapest and best fattening materials known to the world. If you are interested and desire further information on the subject, address

C. A. PARK,

Gen'l Industrial and Immigration Agt.,
LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.

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.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

PINE (Norway) AND HEMLOCK LATH.

CEDAR POSTS.

High Grade Maple Flooring

Kiln Dried, End Matched, Polished and Bored.

KELLY LUMBER & SHINGLE CO.
TRAVERSE CITY, MICH.

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.

*South Arm
Lumber Co.*

204 Grand Ave.

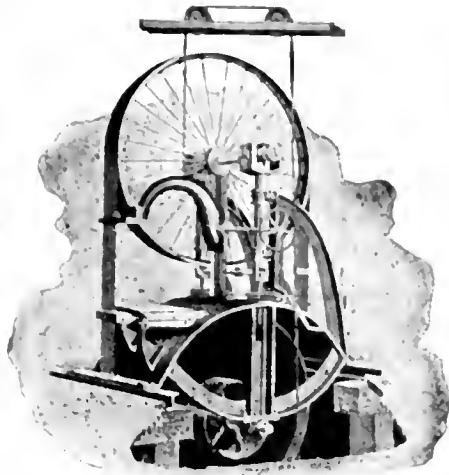
Milwaukee, Wis.

Manufacturers and Jobbers

*Michigan
Hardwood Lumber.*

Car and Cargo Shipments.

*Chicago Office:
314 Chamber of Commerce.*



PORTABLE BAND SAW MILL

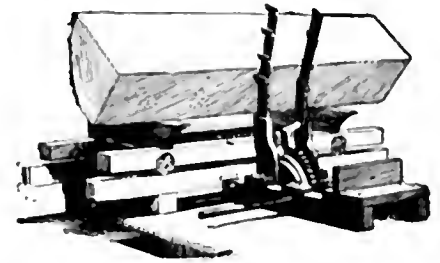
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which cuts is less than 1/8 of an inch thick. The arbors are 3 1/2 inches in diameter and the drive pulley 24 inches in diameter for a 12-inch belt, and should run about 500 revolutions per minute. This mill will readily 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.

PHOENIX MFG. CO.,
EAU CLAIRE, WIS.

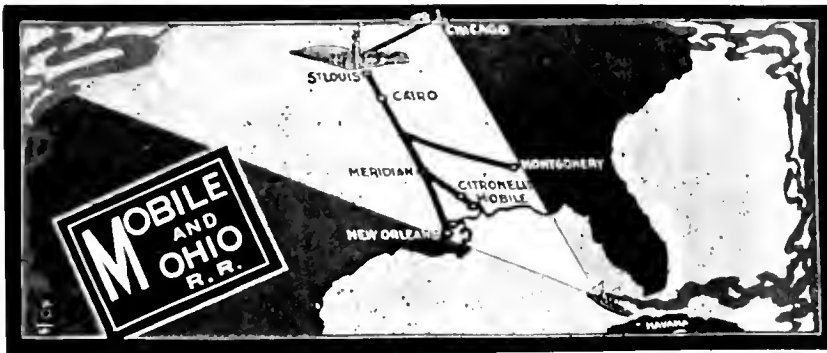
THE EDWARDS LOG TURNER

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.



JOHN P. BEALL,
Asst. G. P. A.,
St. Louis.

M. H. BOHREER,
D. P. Agent,
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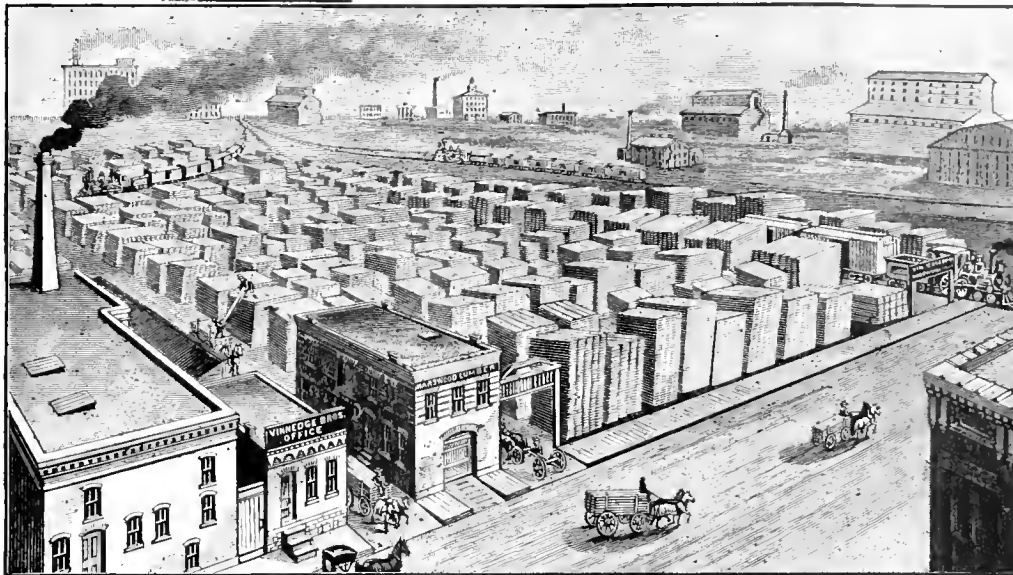
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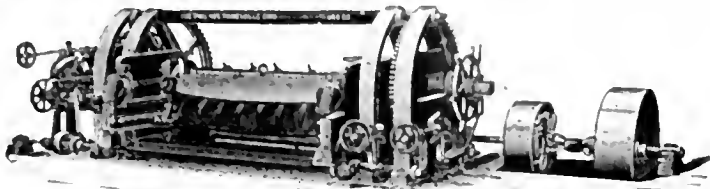
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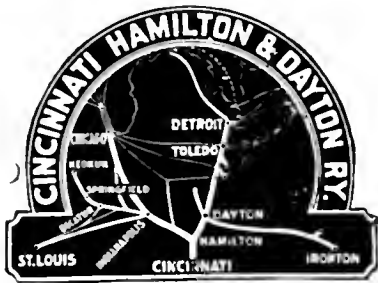
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Plain Sawn Red Oak and Chestnut in
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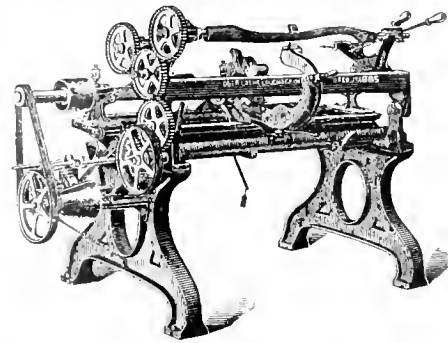
Vol. XVI.

CHICAGO, JUNE 10, 1903.

No. 4.

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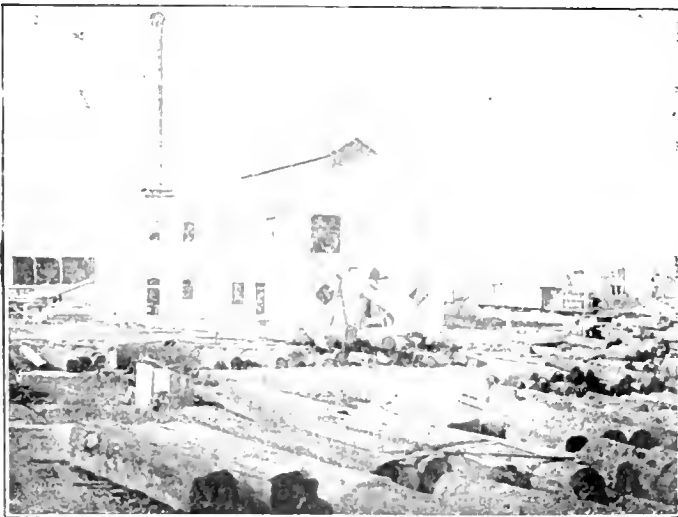
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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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Plain Red and White Oak.

DRY STOCK WISCONSIN and SOUTHERN HARDWOODS.

600 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{3}{4}$, 2, 2 $\frac{1}{4}$, and 3 inch Log Run Rock Elm.
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30 M feet 1, 1 $\frac{1}{4}$, 1 $\frac{3}{4}$ and 2 inch common and 1st and 2d Red Birch.
80 M feet 1 inch Log Run Red Oak.
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30 M feet 1 $\frac{1}{4}$ inch Common and Better Basswood.

Our mill at Crandon, Wis., is in the finest hardwood belt of the State.

This is only part of our stock. Write us when in the market for anything in hardwood lumber.

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We are in the Market at All Times for Stocks of Hardwood. Write us.

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AIR DRIED OR KILN DRIED.
ALL GRADES—ROUGH OR DRESSED

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Manufactured into

Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling, Flooring, Bed Slats, Bed Posts, Curtain Pole Stock, etc. Spokes: Club turned Oak and Hickory.

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EVERYTHING AND ANYTHING IN GUM.

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Is superior to all kindred varieties of this timber, because of its peculiar color and textural beauty. It is bright yellow, soft, smooth, tough, strong and flexible, and for ease of working, is next to white pine. It is equal to white or yellow pine for Interior Finish, and better than either for all outside work. We handle it exclusively—all grades and thicknesses. Write us about it.

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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.

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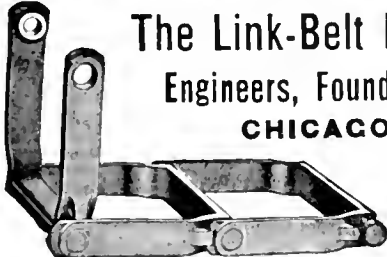
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THE HARDWOOD RECORD

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No. 4

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ADVERTISING INDEX ON PAGE 26

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.

We cannot find anything the matter with the business situation. We feel it our duty to find something the matter if we can. We feel it our duty to look for bad places in the road and set up danger signals when we find one; but after a careful survey we fail to detect anything out of order. The road seems clear, for the balance of the year at least.

There has been a lot of talk about labor troubles, but the fact is that in spite of all the talk there is not a serious labor complication anywhere in the United States to-day, nor even one in prospect. There are differences cropping up all the time between capital and labor, but those differences are settled rapidly. The fact is that we have agencies for settling labor difficulties now that we did not have in bygone years—agencies that force through to a settlement by arbitration or otherwise. We believe that the labor troubles in existence or prospect are not serious or threatening, and for the purposes of this article we will wipe that item off the slate.

And we fail to see any threatening clouds in the financial skies. The farmers have money, the business men have money, the banks have money—not only the big banks, but the little banks—all kinds of banks and all kinds of people have money, more money than they ever had. It's pretty hard to start a panic under such conditions.

And the business of the country, so far as we are able to judge, has been and is being conducted conservatively. The immense prosperity of the past few years has made the business people a trifle dizzy and they have rather been expecting to hear something drop. Most of them have been proceeding carefully, keeping their bank balances good and their credit obligations small. It's pretty hard to start a panic under such circumstances.

There are a lot of "undigested securities" in Wall Street, but they won't hurt you unless you try to digest some of them. Don't let the "undigested securities" bother you. If Wall Street can't digest them, let Wall Street throw them up. If Wall Street has bitten off more than Wall Street can chew, let Wall Street spit it out. We don't care. They can't start a panic with their "undigested securities."

Our present prosperity is not confined to any one class or section. It is a question whether the North, or the South, or the East, or the West is ahead in having its

pockets well filled and a pleasant smile on its face. The ranchman, the farmer and the planter; the retailer, wholesaler and producer; the capitalist, the banks and the bondholders; the artisans, the clerks and the day laborers; they have all got money, and are making money and doing very well, thank you. It's pretty hard to start a panic under such circumstances.

We look for a fairly good summer's trade and a rattling good fall's business.

THE CAUSE OF DISCONTENT.

The editor of a magazine has gone to the pains and expense, in a recent issue, of hiring a high-priced writer on economics to address the public on "The Cause of the People's Discontent." As the article covers several pages and is full of big words and has at least a dozen dry and dreary looking sub-heads scattered through the text, we did not read it. If a man will cover several pages telling the "Cause of Discontent" in the human family he doesn't know what he is writing about, or is sadly deficient in the art of expressing himself. In either case life is too short to spend time following him.

The cause of man's discontent can be told in a sentence. It is born in him. Man has been discontented always and he always will be. If he were not discontented he would not be a man. He would still be the brute he was at the beginning.

Wherever there is no discontent there is no progress. The cow is content, and so is the horse, the dog and the ass; and the cow, the horse, the dog and the ass are the same yesterday, to-day and forever.

Man is the only discontented animal and is, therefore, the only progressive animal. Discontent and Progress go hand in hand. The "Divine spark" which raises man above the beasts is merely discontent with his environment, which compels him to strive for something better.

You never saw a contented man unless he was an imbecile. And it seems that the higher his development and the better his surroundings the greater his discontent.

It would seem that the people of this country, and especially the laboring people, would, in comparing their condition with the condition of peoples of other countries and other times, be content, but they are not. They are the most discontented people in the world; and the most progressive people.

The writer referred to above evidently

of the people. It is not the people who are to be blamed for the present situation. It is the lumbermen who are to be blamed. But the lumbermen are not to be blamed for the present situation. It is the people who are to be blamed. It is the lumbermen who are to be blamed.

When the people say, "I am not satisfied with the present price of lumber," the lumbermen say, "I am not satisfied with the present price of lumber."

Certainly they are not satisfied with the present price of lumber. It is human nature to be dissatisfied.

To make a practical application of the truth to our own line we will remind the National Hardwood Lumber Association, the Hardwood Manufacturers' Association, and other lumber associations that they must not expect ever to get their organizations on such a basis that they may sit down and say, "That is good enough, the people will be satisfied with it."

The people never will be satisfied. They are constantly striving for something better and the association that does not recognize that fact and does not constantly strive to give them something better will soon die of non-support.

GENERAL HARDWOOD CONDITION

Hardwood lumber is moving more freely than it was 60 days ago. The railroads are doing their duty more promptly and there has been a general easing up all along the line, but prices have remained firm.

Hardwood lumber has been advancing steadily in price now for over a year, and in some instances had reached a point beyond all reason. Some of those top-notch prices have weakened a trifle, as it was certain they would with a normal movement of freight, but otherwise prices have been well maintained. When to a scarcity of dry stocks and a very strong demand was added, such a condition of railroad affairs as made it a 60-day job to get lumber from the South into Chicago, a fictitious value was given to certain special stocks of which the central markets were bare. With a return of more nearly normal freight conditions this fictitious value has given place to a true value, based upon supply and demand, and has given the consumers an opportunity to claim that the market is declining. This claim they are making in a strenuous manner, without, as we believe, any warrant for so doing.

The dealer may not now be able to obtain 880 a thousand for quartered oak in Chicago, but he has never contended that that was the price. He may have obtained that much during the famine occasioned by the freight blockade, but he knew at the time that such a price was "just a little piece off the top" that came to him as a result of a temporary condition. Nobody expected such a price to be maintained.

So, although some of the excessively high prices obtainable sixty days ago are

no longer obtainable, the market is not in a panic. It is a market that is strong and the price is not falling. It is a market that is strong and the price is not falling.

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For a general survey of the entire oak, based on the best obtainable information, we believe that the position of hardwood lumber is just as strong today as it ever was. A strong attempt will doubtless be made in the next sixty days to depress prices to enable some of the consumers to load up at reduced rates, but our advice is for the lumbermen to stand firm all along the line.

The very fact that lumbermen have been getting good prices during the past six months may make it easy to persuade some of them that there should be, and really is, a reaction, but we see nothing to justify such a contention.

In the oak market there has been no progress made that we can learn of to ward accumulating stocks. The roads have been very bad throughout all the oak producing sections all season. Excessive rains have also, while keeping the roads bad, put the farmers back with their work, so that there will be no log hauling until after harvest. There is probably a good deal of oak lumber back from the railroads at little mills which will come forward the latter part of July and August, but in the present barren condition of the markets there will not be enough of it to constitute a handsome surplus.

Another strong feature in the oak situation is the fact that the farmers are very prosperous at this time and that they have an intelligent appreciation of what oak trees are worth. And if the saw mill man doesn't want to pay what they think the lumber is worth they simply don't sell it. It is true that many large producers of oak lumber are in no wise dependent on the farmers for their log supply, but we wish to assure you that a very large percentage of the annual product of oak lumber comes from mills which are dependent on buying from the farmers.

We fail to see any reason for any let down in the price of oak lumber.

In poplar the price situation is about stationary. The advance which has been in progress for a year may be said to be checked. In all reason it had to stop somewhere, for the point reached in some grades and thicknesses was what a southern dandy would call "scandalous." As is the case in quartered oak, some of those top notch prices obtained in the past sixty days cannot be obtained at present, but we regard the poplar situation as strong.

There is a feeling of relief all over a large portion of the hardwood mills. But as the season progresses they continue to be strong. In some time to come a reaction may hold as good a deal of price as has no reason why people would not bring as good prices as they can get as it has in the past.

As for cottonwood, even those who are expecting to get once again in price on oak and poplar are not apparently expecting to get cottonwood at prices lower than at present prevail. So, in exceptional cases it is nearly a foregone conclusion that cottonwood has gone up to stay.

In gum lumber the supply has increased perceptibly in the past thirty days and prices are somewhat weaker.

In northern hardwoods, such as maple, birch and elm, there is an easier feeling. Navigation has been open long enough for the scarcity which prevailed through the winter and early spring months to be relieved. The relief is only temporary, however.

Our opinion, based on the best advice obtainable, is that the season's out of hardwoods in the North will be under rather than over the average, and while there is an abundance of stock just at present there will only be a certain amount available for the season with which to meet all demands until navigation opens next spring, and if consumption continues at anything like the present volume northern hardwoods will be as scarce in the city markets next winter as they were last.

The fact of the matter is that the extreme scarcity, due in large part to freight blockade, as regards southern hardwoods, has been relieved to some extent, and the arrival of millions of feet of northern hardwoods by boat has started some talk of lower prices in the near future, but so far as we are able to determine it is mostly talk with nothing substantial to justify it. There is but little change in the condition of demand and supply.

In the eternal warfare waged by the producers to advance prices and the consumers to depress them, the position of the producers is as strong as ever. A few of the skirmishers have been driven in but the main body is as strongly entrenched as ever.

All this talk that a reaction has set in and that prices are to be lower had us well stop.

The lumber is not in the country. If you think it is you start out and try to find it.

The J. W. Dickson Company, successors of the J. W. Dickson Lumber Company, have sold their year's output, consisting mainly of gum and cottonwood, to the J. O. Nessen Lumber Company. Mr. Dickson is an expert in the manufacture of the kinds of wood above mentioned.

NOT SO BAD AS IT MIGHT BE.

The disposition of man to exaggerate the present evil and exalt it above all previous evils warps his judgment out of line at times.

Almost any business man you meet in the lumber line will shake his head ominously over the growing power of the labor unions, and tell you that the business of the country is coming to a pretty pass; that, in fact, it is growing almost impossible to do business at all. From there it is easy for the talk to drift to militia, standing armies, etc.

Now, such a state of mind is not warranted by the facts. There are always difficulties to be encountered in doing business, and we venture the assertion that it was never easier to do business than it is to-day. The labor unions are an aggravation, no doubt, but not nearly so great an aggravation as hard times would be. It is easier to deal with your men when they are broke and hungry than when they are prosperous and independent, but it is the net results you are after and you are making more money now than you probably ever made. Anyhow, you are making enough.

A lumberman was in our office the other day in a tremendously pessimistic frame of mind over the labor unions, strikes, etc., and to our positive knowledge he made 50 per cent on his investment last year and will make at least that much this. What does the man want?

"But," a man will say, "it isn't that I'm not making money. It isn't the increase of pay that I object to. The thing I resent is being dictated to by the unions. I don't want to be told whom I shall hire and what I shall pay."

Of course, it is natural for a man to feel resentment when he can't have his own way. We all feel that, but of course everybody can't have his own way, and we've got to compromise here and compromise there to get through the world.

The ruling classes have ever been loth to surrender any of their rights. When the people first arose and denied to their sovereigns the right of life and death over their subjects we doubt not that the rulers felt aggrieved.

"Why?" we seem to hear some old-time monarch say: "I've always been good to my people, haven't I? I never had a man executed unless he deserved it, did I? Then what are you talking about?"

The people might well have answered him that if what he said were true he would suffer no loss to have the power of life and death vested in a representative tribunal; but the monarch would still have resented it. It was the power he loved; the power to make or mar, to confer happiness or misery at will. And the people at this day are well agreed that no man is good enough to have such power.

It affords keen pleasure to a man, we know, to go out among his men and view

them at their work, and feel that he has the power, if not of life and death, at least of good or evil, over all those people; that with a wave of his hand he can cut this man off from the source of livelihood for himself and family, or exalt him to a higher position. Very few employers of labor abuse that power, but all like to feel that they have it, and it is the efforts of the labor unions to curtail that power which, more than anything else, we believe, causes such deep resentment on the part of many business men toward the unions. Under present conditions there are few men who object to paying a reasonable advance of wages. The thing which, in almost every instance, delays settlement, is the "recognition of the union."

To our way of thinking the employers and the unions are making rapid progress toward getting together on a practical working basis. The mere fact that they are getting together at all, and consulting over matters of mutual interest, is a long step forward. Any hardwood lumberman who has been familiar with the work of the National association for the past five years, and remembers the bitterness and prejudice which animated the different factions of the trade before they came together, and how those differences disappeared when they were talked over, should appreciate the value of "getting together."

One fact which is very noticeable and significant is that the old unions are having no trouble with their employers. All the recent strikes of importance have been the strikes of recently organized unions. In Chicago they have been such a class of unions as those among the teamsters, the tally men, the laundry girls, etc. The older unions have come together with their employers and have reached a practical working basis which carries business forward year after year. Moreover, both the older unions and their employers have learned the cost of strikes.

The first labor unionized was the high-priced labor in the iron and stone working trade, the railroad men, etc. When their organizations were young you heard of such labor striking, but you don't hear of it now. In the matter of the railroads alone we have a striking example of the fact that well-organized unions and their employers can and do get along on a basis satisfactory and profitable to both. When it is remembered that almost every engineer, fireman and conductor on every railroad in the United States is a member of a union, working under union direction, the fact that through all the good and bad times since the Debs riots there has not been a strike or labor disturbance of any kind worth mentioning among railroad employes is significant. There would certainly not have been so peaceful and profitable a time for both employers and employed without unions.

When the labor in any line of industry is first organized both the employer and

employes have a lot to learn, and usually it takes a strike to teach them. After they have fought each other to a standstill and learned the cost of war, they get together.

The new union is green and "cocky." It doesn't know how to run itself, and about the first thing it does is to butt into a strike.

But the employer, called upon to deal with union labor for the first time, is also green in such matters, and also apt to be "cocky." His first feeling is one of surprised resentment. He has always treated his men well, hasn't he? When Brown was sick didn't he pay his wages right along? And when Smulski's baby died—well, no use to talk about such things, but he won't have it. He won't sign anything nor do anything, and like enough will order the business agent out of the office.

Now, the union isn't denying that he is a good man and a generous man. The union is simply trying to put its members where they will not be dependent on any man's goodness or generosity. It is asking what seems to them justice. But ten chances to one they ask too much and the views of the employers and employes being so far apart, at it they go.

Well, well! It'll all work out all right. The railroads, the iron founders and hundreds of the biggest and best employers of labor are getting along swimmingly with the unions, and we will all come to it in time, no doubt. As N. Waldstein once said, "We've got to recognize the unions or close the public schools."

There is talk among some of the manufacturers of Chicago that they are going to move out of Chicago to avoid labor troubles. That reminds us of the story of the Illinois farmer. He was a red-hot republican in politics, one of the kind which you only find in country communities, who wouldn't vote for a democrat to save his life. When, at the election when Cleveland was elected president the first time, and the farmer's township, county and state all went democratic for the first time since the war, he was terrifically angry about it and told his wife he was going to move out of the township, out of the county and out of the state.

He drove to town in the meantime, however, to hear further returns. He returned at night sad and dejected.

"I reckon we won't move, Marier," he said, "fer they ain't no place to move to. The whole durned country has gone democratic."

The Dennis Lumber Company is a new corporation at Detroit, Mich. The organization is due to Mr. Arthur S. Dennis, formerly lumber purchasing agent of the American Car & Foundry Co. at Detroit, and more recently identified with the Detroit Lumber Company. Their office is in the Chamber of Commerce, and they will do a wholesale hardwood lumber business.

The Man About Town.

BY C. D. STRODL.

THE PLEASURES OF MODERATION

I don't know what you have been doing, but I don't suppose you do. My own recollection of the fact you do recall some thing of the kind, but you don't remember anything of what we said.

It has been two weeks since then and two weeks are a long time in a way. Things that seemed of importance two weeks ago may not appear of importance now.

I remember when I was forced to cut that article short two weeks ago, without pressing home the lesson of the "Pleasures of Moderation," I thought it very unfortunate. Now, two weeks later, I have nearly forgotten all about it.

I was starting a fire with a piece of newspaper this morning, and as I crumpled it up I observed that it was a portion of a Sunday paper, upon which the writer and artist had put a great amount of work, and time, and thought, and patience. And there it was, forgotten about and going into the fire.

There is always that element of discouragement in newspaper work that you cannot see the results. He who erects a house, or clears a piece of land, or paints a picture, or builds a railroad, has the pleasure of seeing his work in a completed state; and if he has worked conscientiously and well it is a source of pride to him. It is an enduring monument to his industry and ability.

But the man doing newspaper work writes only for a day or an hour. He may put all his heart and soul into a piece of work, and the next day it is all gone and forgotten. There is nothing to show.

It is possible that something in the work has done a vast deal of good. Some brave word may have cheered a fainting spirit, some sound advice may have saved a sad mistake, some clarion note may have cheered a warrior on. But the newspaper writer never knows. He may put his very heart's blood into his work, and the next day people start fires with it.

But I've got no business bothering you about my trouble. You've got troubles of your own, no doubt. Every man has and he who is constantly telling his to his neighbor is a bore. What got me started was that in taking up the subject of the "Pleasures of Moderation" where I left off last issue, I knew you had forgotten all about it. And, in fact, I had about forgotten about it myself, and that is what vexed me. I remember that I had worked hard on that article, and here in almost no time I had even forgotten it myself.

It is as though you were a builder, and as fast as you built a house it was des-

truded after to allow the architect to tell a vacationist that he had just you. You may have been tired of the time or of the ill-conceived eagerness of the "scribbler to know whether you had read something he had written." It is considered bad form to show this eagerness, but some poor scribblers can't help it. But you should not be amused. You ought to feel sorry for them.

I tell you we have a tough time of it and need all the sympathy we can get.

* * *

In our last issue I find that we had only barely reached the subject of the "Pleasures of Moderation." There is a good deal more in the subject than appears on the surface. It's got the whole philosophy of life in it. But for that matter, so has nearly everything else. You pick up a little bit of a subject and think you will unravel it, all in a minute, and show where it begins and where it ends. But to your surprise and vexation you find it entangled with other subjects, and after unraveling for a while you find that your innocent-looking little subject has brought you right into the very heart of all creation.

It is this condition which forces a man to be moderate in his philosophy; and moderation in philosophy is as essential as moderation in other matters.

Here is a man who has committed a murder, maybe a cold-blooded murder. Surely we are justified in condemning him and hating him, and loathing him to the very limit of human capacity. And we take up his case certain that we can dispose of it in a few brief sentences; but always we find his thread of life is entangled with other threads and twisted and knotted, and if we have a conscience which impels us to follow it, we find that it brings us right to the heart of Creation, right back to the Creator of all things, and that we cannot condemn, or loathe, or hate him. We find that he is a poor, misbegotten degenerate maybe, and that instead of hating we can only pity him as a poor, miserable creature, whose warped and twisted nature has brought him only a life of pain and misery, and that it is only God's mercy that we had not been born as he was born and reared as he was reared. Why the Almighty should allow such a creature to be brought into the world is the Almighty's business.

It would simplify matters immensely if we could love this man with all our heart and hate that man with all our soul. But we can't do it, or if we do, we are doing wrong. There are few things in the world worthy to be unqualifiedly condemned or approved. There is always some good in the evil and some evil in the good. And

it is a fact to believe in to be moderate in our judgments.

When a man learns to be moderate in all his judgments, he is to condemn, or to approve overmuch, he is advancing in wisdom and is fortified against mistakes and disappointments.

I especially commend the foregoing to the hardwood lumbermen at this time. An effort is to be made to bring two wings of the trade to flap in unison, and it will be well if the lumbermen in each wing be moderate in their judgments.

* * *

But the advantage of moderation over excess is more certainly felt in physical than in mental experiences. When I smoke my pipe on the front stoop of an evening it brings me peace and contentment. I look upon my neighbors sitting on their stoops and I feel toward all of them with kindness and good fellowship. And if one of them wants to borrow a rake, or a spade, or a stepladder, or a lawnmower, he gets it. I enjoy the smoke and believe it does me good.

But I have learned that I must stop on the one pipetful. I often feel that I would enjoy another, but experience has taught me that if I smoke another the enjoyment I derive therefrom is dearly bought at the expense of a night of broken rest, and a dull and heavy feeling in the morning. One pipeful after supper is my limit.

It is the same with any kind of physical indulgence or excess. It doesn't pay. The pleasure of the moment is dearly bought. In short, there is nothing in it.

The maximum amount of enjoyment is to be gotten out of life by moderation in all things. A man should be moderate in his passions, moderate in his judgments and moderate in indulgences.

The old Greek motto, "Nothing in excess," cannot be improved upon.

*

As before stated in this article, when a man has brought himself to the foregoing conclusion he may safely be turned loose on the world with no guide save his own pleasure.

That is, of course, if he has the strength of will to follow the dictates of his reason. If he has not, if he is of so foolish a nature that he will give a dollar's worth of pain for a dime's worth of pleasure, then he is of unsound mentality and should be restrained.

If a man should go out on the street and give dollars for dimes, he would be adjudged mentally unsound and would be restrained by law. But every day we see men making almost as bad an exchange, swapping all that is sanely healthful and enjoyable for a few hectic moments, or a few hectic years, of unholy indulgence.

We see men wearing themselves out in an excess of love, hate, envy or ambition, and all the time foolishly wrong. I don't know how many times I have been angry in my life, but in 90 per cent at least of the times I was angry without sufficient justification or from a misconception of the facts in the case. In the other 10 per cent of the times, when, as the world would view it, I had just cause for anger, I would have been better off to have kept my temper.

And, although it may sound cold-blooded, the man who controls his love and keeps it within reasonable and moderate bounds, will get and give more pleasure in the world than he who lets his love control him. He will be a juster man and will have a happier wife and raise better children.

Ambition and envy are near akin, and if a man would get the maximum of enjoyment out of life he will do well to restrain both within reasonable and moderate bounds. I would have a man know his own powers and make good and full use of them, but the man who allows his ambition to control him instead of controlling his ambition, is in a bad way, and in the same class with those who allow other passions or appetites to control them. I have known men, and so have you, who, with ambition in the saddle, have ridden rough shod over right and justice, over friends and foes alike, to attain that which, under the circumstances, could bring them no pleasure.

Ambition makes a good horse but a poor driver.

* * *

Granting that a man's first duty is to get the maximum of enjoyment out of life, there are certain things he cannot afford to do, no matter what the end he seeks to attain. He cannot afford to do that which is unjust or dishonest, and the earlier a man makes up his mind to this and refuses even to consider such action, the better it will be for him in his pursuit of enjoyment.

Any success in life which is based on injustice or fraud brings little pleasure and is only temporary at best. Aside from that, the greatest successes are won by men who are scrupulously fair.

I read a story of Richelieu, the great Frenchman who, through the greater portion of his life, ruled the world as nearly as any man ever ruled it. When he was on his deathbed someone asked him what had been the secret of his power. He replied:

"Some think it was courage, that I was brave like a lion; others think it was craft, that I was cunning like a fox; but the secret of my power I can tell in one word—justice."

I don't know that the story is true, but it might well be.

* * *

There are men, of course, who attain their ends through unworthy means, but

such success does not, I believe, bring them pleasure.

I know men in public position, with great wealth and power, whose names are bywords of contempt and reproach. One, who had ruled the greatest city of America for years, sent his sons to college, and in spite of their lavish expenditure of their father's money they were so ostracized by other students, most of whom were poor and many of whom were working their way, that they were forced to leave college. Do you suppose that man, with all his wealth and power, gets much enjoyment out of life?

Woe to the man who lets his ambition drive him to win success, and lose his self-respect and the respect and esteem of his fellows. Wealth or power will not compensate him, and the man who stands on the street corner and gives dollars for dimes is no bigger fool.

* * *

When a man learns to hold himself in check in all things—to be moderate in all things—not because of fear of human or divine law, but because it is to his interest to do so—because he can get more enjoyment of life by doing so—he needs no other law for his guidance than his own pleasure.

That seems to me a much more practical philosophy to teach to practical men, of sufficient mental grasp to understand its meaning, than the philosophy that they must put their interests in the background and live for others.

Let each man live for himself and for his own pleasure, and let him understand that in doing so he is not doing that of which he should be ashamed, but that he is doing that which is right and natural.

But as before stated, it is not a safe philosophy to teach to immature minds. It is only the highest type of the race, the type mature enough to understand that the maximum of enjoyment of life can only be obtained through justice and moderation, that is fit to govern itself. This type of men govern the world to-day, but they must govern the peoples of the world as they find them. We would not endure the despotism of Russia in this country, but it is without doubt a better government for people of their stage of development than a democracy such as ours would be.

Until men have learned to control themselves they must be controlled by whatever means may best serve. Sometimes they are held in check through fear, sometimes through fanaticism, but the basis of all methods of control is an appeal to a man's selfishness.

If he is very dense and ignorant he is told that unless he does this and so he will have his head broken. And rather than have his head broken he does it. If he has progressed sufficiently that his imagination has begun to work, he is told that if he will do this and so he will go to

Heaven, and through all eternity he will twang a harp or be attended by hours; and if he fails to do this and so he will go to hell and be tortured forever and ever.

All the forms of governments and most of the systems of religion are but the devices of the more intelligent to control the masses until they reach a stage of development that they may be safely trusted to control themselves.

But even in his highest development man is selfish, just as selfish as ever, as it is right and proper he should be.

And in the highest type, as in the lowest, he must be appealed to through his selfishness. You can never make a success of appealing to men to keep their own interests in the background and live for others.

The thing to do is to tell a man to live for his own enjoyment, and teach him the "Pleasures of Moderation."

SOME FUNNY NOTIONS.

The funny old world is getting a lot of nonsense knocked out of it of late years.

It seems to us now very funny the ideas people used to have about things. You know it used to be believed that because a baby accidentally happened to be born in a certain family it was away yonder better than a baby which accidentally happened to be born into another family. The baby born into one family was conceded the right as it grew to manhood to lordship over the other baby as it grew to manhood, not by any right of natural or acquired gifts, but because of the accident of birth. Did you ever hear of such a foolish notion?

You have heard the story of the boy who in striving to outdo his companions in telling how far back he could remember, said that he could remember the time before he was born, and that for several days he cried for fear he would be a girl.

We haven't much faith in the boy's veracity, but nowadays in the land where God keeps the babies that are not yet born the wise and discriminating baby will choose, if it have a choice, which we very much doubt, to be born into a family where it may have poor but honest parents. For if you will look about you you will see that it is the sons of such parents that have about all that is worth having. The highest places nowadays are filled by men who, had they been born under the old order, could never have been anything better than serfs.

Another curious notion the world used to have in its head was that the man who didn't work was better than the man who did; that the creature who dawdled about, staring vacantly at the world through a monocle, was better than the man who had his sleeves rolled up and was making the work tly. Such a funny notion!

But that's all done away with now. Nowadays the man who works and does things is "it." The idler, whether he be a

From Near and Far.

CHICAGO COMMENT.

G. Von Platen, of Bozoni City, Mich., made the rounds in Chicago, including the Record office, a few days ago. Mr. Von Platen has just completed the purchase of a hardwood timber tract in Florence County, Wisconsin, the main body comprising 12,000 acres. He states that he will commence development at once and will probably locate himself in Chicago to handle the product of the new mill, as well as the Boyne City plant.

The Continental Lumber Company, of this city, is filling a big order of piling to be used in Kansas and Missouri on which to build new bridges in place of those destroyed by the recent disastrous floods in that section. Mr. Neeley, the secretary of the company, says their yards at Thirty-fifth street and the south branch of the river have been completely cleaned out, and the requirement, which, of course, was immediate, has not yet been satisfied. They have also been drawing on their "ready to ship" stock at the mills.

The National Traffic Association is the corporate name of what was formerly the Traffic Bureau of the National Hardwood Lumber Association. The papers were taken out under the laws of the State of Illinois and capitalized at \$100,000. Mr. Hubbut will continue as the active head of the business, and in addition to the assistance of Mr. Crutchfield, he has secured the services of Mr. J. N. Day. Mr. Day will be remembered by the lumber trade as the very efficient solicitor for the old Foster Lumber Agency, and is well qualified to demonstrate the value of the Traffic Association to business men.

The Theo. Patherer Company, who have had offices next door to the Record in the Fort Dearborn Building, have moved same to their yards on Goose Island and are now nicely ensconced in their new quarters. Their office building is the one formerly occupied by Rogers & Martin, 225 Cherry avenue, and the ground lies back of it and skirting the river. They have 150 feet of dock frontage and in all about 150,000 square feet, including ample switching facility. Their new telephone number is North 907.

Frank F. Fish, manager of the subscription department of the International Mercantile Agency, is in attendance at the National Credit Men's Association convention in St. Louis this week.

W. S. Sterritt, of the Farrin-Korn Lumber Company, Cincinnati, spent a day or so in Chicago last week and favored the Record office with a call. Mr. Sterritt car-

ries with him a large quantity of gum samples, having them in any kind of finish that you want wood to take. He reports a heavy demand for both gum and cotton-wood, which are the principal products handled by the Farrin-Korn Lumber Company.

Married—Arthur Brock Cass to Martha Leola Hadley at Greenwood Springs, Colo., on June 2. This occurred in spite of the fact that Mr. F. H. Cass, father of the groom, failed to reach the scene of the event. He tried hard enough to get there, but the Kansas-Missouri flood intervened. Time and tide are no respecters of persons.

Mr. Arthur B. Cass, the groom, is the son of F. H. Cass, lumber agent of the C. & E. I. and Trisco systems at Chicago. He has been in the West growing up with the country for several years and is now manager of the Boston & Colorado Coal Company's store at South Canon, Colo. Their regard for Mr. Cass was evidenced by a wedding gift of a house and lot. Mrs. Cass hails from Eagle, Colo., of whose charms we cannot speak, but are prepared to say her judgment of men is good.

After a trip over the mountains, including Denver and Colorado Springs, the young couple will be at home at South Canon, Colo.

GOTHAM GLEANINGS.

No real change is to be reported in the situation at New York. The lumber yards of the metropolitan district are all tightly shut, as far as the ability to have lumber delivered at a building operation is concerned, and although there have been many rumors, and the end of the troubles appear in sight, still up to the time of writing the expected settlement had not been reached. Columbus could be written about all the negotiations that have taken place, how the wholesalers met, and in effect and by resolution said "bravo" to the unions for their stand in resisting the encroachments of labor, but lack of space forbids. It is sufficient to say that the United Board of Building Trades begins to recognize that it was not a sensible plan to unionize unskilled labor, when it is in the power of the employers to retaliate by throwing skilled labor out of employment indefinitely, not out of revenge, but to show that there is a limit to what they will stand.

Recent visitors to the city included Michael S. Baer, of Richard P. Baer & Co., Baltimore; John R. Cochran, Woodlawn, N. C.; Owen M. Bruner, of Owen M. Bruner & Co., Philadelphia; Allen S. Jackson, of Pope & Talbot, San Francisco; George G. Barr, of the Tennessee Lumber Manufacturing Company, Pottsville, Pa.; John N. Scatcherd, Buffalo; J. M. Hast-

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NINE REASONS WHY YOU SHOULD JOIN THE HOUSE OF HOO-HOO.

1. It is to be built by big boys, for big boys, and is to advertise the lumber business.

2. It will be the only private club on the grounds of the Louis and Purchase Exposition, thereby giving the lumbermen a distinct advantage over all other visitors, in comfortably taking in the great fair.

3. It will be operated merely to pay running expenses, not for profit, and it will thus enable members to make a considerable saving.

4. It will have comfortable dining rooms where the comforts and saving in eating will be in strong contrast to any other restaurant on the grounds. If you have attended previous expositions of this character you will know what this means.

5. The postoffice and writing room (with stenographers in attendance) make it possible for a member to give such attention to his business affairs as they may require.

6. A man's wife is included in his membership, whether or not he is with her, and the arrangement of the building pays particular attention to the comfort of the ladies. This includes a strictly private lounging room in charge of maids.

7. The information bureau of the club will be equipped to not only give information on personal application, but to also arrange for boarding house accommodations for those who so desire.

8. Being a club only for its members and only for lumbermen and those in allied trades, it will be possible for a member to meet more friends and make more business acquaintances at the club than anywhere else, thus giving a member a distinct social advantage.

9. You should join for patriotic reasons, if for no other. This is distinctively a lumber proposition and all lumbermen should take a pride in it. The cost of membership is only \$10.00, and there are no dues.

There are at least nine other reasons which are left to your imagination. If you are interested and have received no literature on the subject, inquiries should be addressed to the House of Hoo-Hoo, Fullerton Building, St. Louis.

The Handy Guide is the name of a very nicely gotten up book, which treats on hammering and the general care of saws, issued by the Covell Manufacturing Company, Chicago. It contains 110 pages, leather bound, pocket size, fully illustrated, and contains everything in the way of useful instruction for any one interested in handling saws of all kinds. Price \$2.50, postage prepaid.

ings, Pittsburg; W. P. Jones, Marion, N. C.; Julius Dietz, of the Buffalo Maple Flooring Company, Buffalo, and A. S. McGaughan, Philadelphia.

* * *

On Thursday, May 28, the cabinet works of the H. Pearson Company and the wood-turning, staircase and cabinet plant of R. Ballance & Son, 82 to 88 Wallabout street, Brooklyn, were totally destroyed by fire. In the loss was upward of 100,000 feet of high-grade quartered oak. The loss on stock is placed at about 850,000.

* * *

The change in the New York representation of Bliss & Van Auken, Saginaw, Mich., and Jacksonville, Fla., took place last week, by Fred J. Johnson coming over from the Philadelphia office and Harry S. Dewey leaving for Elizabethton, Tenn., to take charge of the sales of the Whiting Lumber Company there. Mr. A. P. Bliss was in town early in the week, superintending the changes, and left this city for Jacksonville.

* * *

William Vyse, who up to the time he was retired on a pension, three years ago, had been foreman of the mills of Hardy & Voorhees, Brooklyn, died recently at his home in that borough. He had been with the house for 25 years, and many honors had been showered upon him for his faithfulness. Mr. Vyse was 75 years old and was a native of the Isle of Guernsey.

* * *

It is probable that a New York office will shortly be opened by W. N. Cooper, hardwood manufacturer of Asheville, N. C. Just at present Mr. Cooper's interests here are looked after by F. B. Folsom, whose headquarters are the Hotel Bartholdi.

* * *

Just at present R. J. Kidman, of the foreign hardwood house of Churchill & Sims, of 29 Clements Lane, London, E. C., is visiting the western and southern hardwood mills, making arrangements for next year's business. Mr. Kidman has been here since May 16, and is making the Waldorf-Astoria his headquarters when in town.

* * *

T. H. Griffin, of Price & Price, hardwood brokers, London, England, is here, looking over the situation.

* * *

Recent incorporations include those of the W. C. Hangaard Company, Richmond Hill, L. I., to manufacture doors, sash and blinds, with a capital of \$10,000, and that of the Tidewater Trim & Door Company of New York, with similar purposes, and a capital of \$10,000.

* * *

Hardwood dealers will appreciate the combination price and record book especially designed for retailers, which the Whiting Lumber Company, Elizabethton, Tenn., has recently issued for free distribution.

* * *

The marriage of Laureus Pember Rider of White, Rider & Frost, North Tona-

wanda, N. Y., and this city, to Miss Minna Claussenius, took place last Thursday, the 4th inst., at the West Presbyterian Church, Fifth avenue and Forty second street. Under the stage name of Jane Field, Miss Claussenius had been a member of the Earl of Pawtucket Company, which sent a silver toilet set. After an automobile tour through the Berkshire Hills the couple take up their residence at Mr. Rider's country place, Smithtown, L. I.

BUFFALO BITS.

As predicted in my last, the strike among the lumber handlers and pilers is over, and the men are back at work again. Some of them at their old positions and with their former employers, while others again have chosen rather to go to work at other yards than try those they went out from. Some of the men who made a business of going round from yard to yard sowing the seed of dissatisfaction and discontent among men who otherwise were willing to continue working, find it impossible to get work themselves now at any of the yards, and will have to seek pastures new, I am afraid, as they are not looked upon as a desirable element. It is to be hoped that Buffalo lumbermen will never experience anything worse in the way of a strike than the one just over with.

* * *

This labor problem seems to be the only cloud on the business horizon at the present time. There are certain lines of business where a raise in wages all round would simply mean a shutting up shop and stopping business altogether—the price obtained for the manufactured article not being sufficient to take care of the present cost of manufacture and leave a living profit.

* * *

While there is no change in prices to speak of there seems to be a lull in business to a certain extent; that is the orders do not come in quite so thick and fast as they have been coming. There are plenty of enquiries for stock that is not in evidence, such as basswood, cherry, walnut, etc., but oak and ash do not seem to be in quite the demand they have been.

* * *

Mr. Frank Vetter, of the Empire Lumber Company, is pinning his faith on cypress as the wood of the future, having just concluded the purchase of a large acreage consisting largely of very fine cypress in Alabama.

* * *

It may not be generally known that the Buffalo Hardwood Lumber Company have in successful operation a table factory, on the outskirts of Buffalo, where they employ a large force of men regularly, and turn out a high grade of furniture. The fact that they find it impossible to keep up with their orders is the best evidence of the success of the undertaking, and of the class of work they do. The work is all done under the personal supervision of Mr.

Henry Cutting, who for many years conducted a similar business on his own in Buffalo, and is thoroughly conversant with all the details of the business.

* * *

The vacation season is upon us and the lumbermen, one and all, are laying their plans for the next two months—feeling they can enjoy a holiday after one of the most successful seasons they have ever had.

* * *

Mr. Vetter, who thinks it a good idea to be away from home during strikes and moving times, has returned, and finds everything running just the same as if nothing had happened during his absence.

* * *

The firm of Hugh McLean & Co. have become incorporated under the name of the Hugh McLean Lumber Company, with a capital stock of \$500,000 fully paid up, and will be officered as follows the current year: President, Angus McLean; vice-president, W. A. McLean; treasurer, Hugh McLean; secretary, R. D. McLean.

PITTSBURG PACKET.

One of the most important timber deals consummated in Western Pennsylvania for years will be closed with the incorporation of the Indian Creek Lumber Company for which a charter will be granted in a few days. The Segar Lumber Company, Limited, will turn over its extensive holdings to the new company and hold a controlling interest in the corporation. The holdings of the corporation will embrace 600 acres of surface and timber land on the western slope of Laurel Hill in the Ligonier Valley. The property lies along both sides of the proposed South Pennsylvania Railroad and extends from the line of Fayette County on the south to Lima's Run on the north. Adjoining the tract is the big timber tract of the Byers-Allen Lumber Company. The acreage is covered with oak, chestnut and poplar and comprises about all the timber left on the west side of Laurel Hill. The incorporators of the new company are: Daniel and John Segar of Ligonier, Pa., D. B. Baker of Washington, Pa., and F. E. Miller and T. F. Campbell of Ingram, Pa.

The company will have a capital of \$300,000 and will establish its principal office in Pittsburg. It proposes to build branch roads into the tract at once and put in a number of portable mills preparatory to cutting the timber off rapidly.

* * *

The planing mill of F. W. Ellensberger, at North Water Gap, near Stroudsburg, Pa., was totally destroyed by fire with several thousand feet of lumber. The loss will reach \$20,000.

* * *

J. M. Hastings, a Pittsburg lumber dealer, has just completed the purchase of 200,000 acres of land near Halifax, Nova Scotia. Most of the land is covered with

lumber which will be cut off rapidly. The price paid is reported to be \$100,000.

L. E. McHain & Company have cut 1,000 acres of timber land on the S. of E. of R. road extending from New Market to Clarkston, W. Va., and will begin to cut it at once. Two sets of tractors will be set up to clear the tract. The timber is virgin growth of oak and poplar. The former will be cut into bed stum for the Pittsburg market. The same firm is cutting 2,500,000 feet of oak at Industry, Pa.

CINCINNATI GOSSIP.

On Tuesday night, June 9, the Cincinnati Lumberman's Club holds its monthly meeting and banquet at the clubhouse of the Zoological Gardens. As this is the last meeting prior to the summer adjournment the club will be favored by the presence of the fairer sex. This departure proved quite a feature last year and a very enjoyable evening is in store for all who attend.

Among the recent visitors to Cincinnati was F. W. Vetter of Buffalo, N. Y. He was accompanied by his wife. His many friends in this city regret that his stay was so short.

F. W. Lawrence, of Lawrence & Wiggin of Boston, Mass., also put in a few hours with local dealers.

Another agreeable visitor from Boston was Gardner I. Jones, of the H. M. Bickford Company. His stay was also a short one.

C. Crane & Co. of this city recently purchased another large tract of timberland on the Guyan River. It is understood that the consideration amounts to nearly a quarter of a million dollars.

NASHVILLE NEWS.

Hamilton Love, of Love, Boyd & Co., is in New York City conferring with patrons of his firm.

A. F. Greene, of the Davidson-Benedict Company, will summer with his family at Lake Chautauque, N. Y.

John H. Baskette, secretary of the Prewitt-Spurr Manufacturing Company, has returned from New Orleans, where he found trade "also good" for their red cedar ware and lumber product.

The Lumbermen's Club of Nashville and the Concatenated Order of Hoo-Hoo had a joint banquet Friday evening, at which covers were laid for seventy-five. S. Lieberman, of Lieberman, Grueman & O'Brien, was toastmaster. Eleven kittens were shown the light. The speakers and their toasts were as follows: "Lumber Organizations," T. M. Hamilton; "What Business a Slave Man Has to Be a Hoo-Hoo," A. L.

Hoop Poles," W. W. Dyer; "Manufacturers of South Carolina," John W. Love; "Boards," O. M. Taylor; "Grain Trade," W. R. Connelms; "Manufacturers' Association of America," J. H. Baskette; "Insiders of City Council," Chas. Cohen; "Box Industry of Nashville," W. H. Gledy; "Why I Have Never Joined the Hoo-Hoo," W. H. Davidson; "Lumber in the Machine Business," H. M. Hart.

Ford Brenner, of the Brenner Lumber Company, Chattanooga, spent a few days here this week. He reports trade good in Chattanooga lumber circles.

W. V. Davidson has returned from a visit to the Monterey mills of the Davidson-Benedict Company.

John W. Love will leave July 1, or thereabouts, for Nova Scotia, at which place he and other wealthy lumbermen hold proprietary interests in a new summer and fishing resort.

The Loomis & Hart Manufacturing Company of Chattanooga have let the contract for new and larger buildings for their plant.

C. T. Benedict, M. F. Greene and others are interested in a new \$30,000 incorporated company just chartered by the secretary of state.

The United States State & Lumber Company of Columbia, Tenn., has been chartered with a capital stock of \$10,000 by T. S. Wheeler, E. D. Smith, John W. Fry and others.

NORTHWEST NOTES.

A new hardwood lumber firm has been added to the Minneapolis hardwood colony. The Wilcox Bros. Lumber Company is enlarging its retail lumber yard in this city and will enter the field as a wholesaler. A hardwood line will be added. John P. Engstrom has been secured as manager.

E. Payson Smith, Jr., was out of the city a few days last week tending to business details. St. Louis was his stopping point.

R. H. Grinstead, of R. H. Grinstead & Co., who has been in business at Menominee, Mich., has longed for his old stamping grounds for some time and recently he decided to move the headquarters of the firm to Minneapolis. He was formerly in business at this point. Mr. Grinstead handles considerable hardwood every year.

Both members of the well-known hardwood firm of Barnard & Strickland of Minneapolis have been away during the past two weeks, leaving the office boy to run the business. P. M. Strickland left the latter part of the week of May 10 and returned a week later from a trip to Omaha and other points in the Southwest. At

Omaha Mr. Strickland said that business was dead as far as the lumber business was concerned, because no construction work was being done. A. H. Barnard left the city for a few days to attend the annual meeting of hardwood dealers at Indianapolis. He returned this week and the long expansive smile he wore on his face indicated that he enjoyed himself.

PHILADELPHIA POST.

One of the largest lumber deals ever consummated has been announced from Williamsport. The Central Pennsylvania Lumber Company was organized there last week, with \$20,000,000 capital. The new company has purchased all the timberlands of the Penn. Elk and Union Tanning companies, and the saw mills and railroads of the Keystone Lumber Company. The timber tracts purchased cover several hundred thousand acres in the central and northeastern parts of the state, and will furnish sawing for the next fifteen years. The purchase covers six mills located at Tiadaghton, Leetonia, Leleta, Jamison City, LaQuin and Gray's Run. This number will probably be increased by new plants at other points within the next few months. The estimated annual production is from 300,000,000 to 400,000,000 feet, principally hemlock. The new company will be largely interested in the operation of more than 200 miles of railroad, which mileage will, it is said, be largely increased by the development of the territory and the connecting of existing lines. C. S. Horton of Williamsport is the president of the new company.

All through the lumber region of Pennsylvania, it is stated, smallpox has been more or less prevalent since the return of the regiments from Cuba and the Philippines, and the State Board of Health has had to exercise unusual precautions to prevent the dreaded disease from spreading throughout the state. The latest place to receive the attention of the State Board is Cross Fork, in the heart of the lumber region in Potter County. Seventy cases of smallpox have developed in the lumber camps at and in the vicinity of Cross Fork during the past few weeks, and the board, through the local and postal authorities, and the railroads, placed them all under quarantine. Efforts had been made in vain for several months to prevent the spread of the disease through the camps by peaceful means, but the lumbermen, it is said, practically defied the health officers and left the camp or entered it at will. It therefore became necessary to employ more stringent methods, and guards armed with shotguns were stationed about the camp to maintain an absolute quarantine. A short time afterward a lumberman tried to escape, and was promptly shot in the foot by one of the armed guards, an incident that had a marked effect on the future success of the

quarantine. According to the latest reports the quarantine is still being rigidly enforced, and no one is permitted to leave or enter Cross Fork; but the epidemic is on the wane.

* * *

Miss Mary Dundore Arnold, daughter of William A. Arnold, and Edward Vose Babcock, one of the leading lumber dealers of Pennsylvania, were married at the bride's home in Reading on June 2. Many valuable presents were received from prominent persons all over the country. The groom is at the head of the Babcock lumber interests in Pennsylvania, and has his headquarters at Ashtola, Pa., where he occupies "Hemlock Lodge," a magnificent country place in the mountains. It is surrounded by 30,000 acres of woodland. After a short visit to Hemlock Lodge, the happy couple will spend their honeymoon in Europe.

* * *

William F. Howell, one of the best-known lumbermen in Pennsylvania, died at his home in Pittston, late last month. He was born in Minersville, 67 years ago. At the time of his death, he was in charge of the Pittston office of the Wyoming Valley Lumber Company. Mr. Howell was prominent in public affairs, and was a member of the Pittston school board. He is survived by four sons and a daughter.

* * *

The members of the Lumbermen's Exchange of Philadelphia have made arrangements for a three days' outing on June 17, 18 and 19. The party will leave this city on Wednesday morning, June 17, for New York, and will spend their vacation at Manhattan Beach. The chief event of the trip will be the Suburban Handicap at the Coney Island Jockey Club racetrack, Thursday, June 18. The committee having the trip in charge consists of A. S. McGaughan, chairman, H. P. Robinson, J. D. Bush, W. L. Rice and D. Adams.

FOR A HARDWOOD EXHIBIT.

The following able paper was read at the Indianapolis meeting of the National Hardwood Lumber Association by Dr. Tarleton H. Bean, chief of the forestry exhibit of the Louisiana Purchase Exposition, to be held at St. Louis next year:

For the second time I have the pleasure of inviting your attention to the proposed forestry display at the Universal Exposition at St. Louis in 1904. A year ago the future of the forestry department of the World's Fair was unknown and uncertain, but the authorities of the exposition realizing the surpassing importance of the lumber industries and their special significance in the southern half of the Louisiana Purchase territory, decided to provide a large building for the two departments of forestry and fish and game, whose component parts are really very closely allied and appeal strongly to popular favor.

The Forestry building has been located near the Agricultural Palace, the Administration building, the Philippine Reservation and the pavilions of Canada, Ceylon, France, Great Britain, Mexico and other foreign countries. There is no longer any doubt about its complete success and the question

is, not whether the hardwood industries will be represented but whether the National Hardwood Lumber Association will identify itself, in fact, as it has by resolution with the great display which will surely be assembled in the Forestry building. I have not come here to plead for exhibits with which to fill the space allotted to forestry, for the demands for space are already greater than the supply. While this is true, the exposition authorities are so fully impressed with the necessity of choosing the best illustrations of the resources of our country, that they make this last appeal to your association for its active participation in the comprehensive demonstration of the lumber industries.

You are invited to come to St. Louis and take part in a universal exposition, whose cost will be little less than fifty million dollars. Your presence is asked in that city which in thirty years, from 1860 to 1890, showed an increase in its assessed valuation from less than seven and one-half millions to nearly 381,000,000 millions. You are asked to participate in the triumph of this fourth city of the world, which is at the same time the largest market of the United States for hardwood lumber. The phenomenal growth indicated by the increased valuation is an indication of the progressive spirit of the people of the exposition city, and the same indomitable energy which has wrought such a splendid business success will insure magnificent results when the nations assemble in competition for the world's markets with products marking the highest achievements of human skill.

You are invited to take part in an exhibit in which the United States government will hold a prominent place, alongside of illustrations of the forest policy of many great foreign countries. You will be associated with several of the great National Lumber associations, whose requests for space have already been received. The best manufacturers of mills and milling appliances have shown their practical interest in the department by making applications for space. Many foreign countries have asked for large areas in which to show their forest resources and methods. The great majority of the lumber states will also be among the exhibitors in the building, so that the industries will without doubt be represented in a more satisfactory and comprehensive way than ever before. The value of a universal exposition as a means of advertising was shown after the Paris Exposition of 1900 in the increased export of apples, canned goods and many other manufactures of the United States.

The increasing demand for forest products in almost every part of the world renders it important to show what our country has to sell. Buyers will be here from every quarter, and although the foreign trade may not be necessary to our prosperity at present, there is always a time when manufacturers earnestly seek an outlet for their surplus. Universal expositions offer the best of all opportunities for gaining access to new markets. The objection is sometimes raised that foreign trade is capricious and that the buyers are hard to satisfy, in other words, that their requirements are unusual and burdensome. At the same time it is worth while to note that the manufacturers who furnish what the foreigners demand in accordance with the specifications which they make always enjoy prosperous trade. Austrian oak is crowding out American oak in certain parts of Europe simply because more attention is paid to its seasoning and to the fulfillment of measurement requirements. Certain dimensions and styles of wood prod-

ucts are entitled to free entry in foreign ports. By looking after all these little details our manufacturers can secure and hold the best of the world's markets.

Prosperous times should be utilized for the increase of business as well as for satisfying the present demand. Prosperity furnishes the means and incentive for greater progress. The abundance of money represented at this exposition will draw people from everywhere. The manufacturers who in the midst of unexampled prosperity please the taste of the wide-awake visitors from many lands will profit by the results of this exposition a long time in the future, and possibly at a time when foreign markets will be urgently needed to take the surplus production of our forest industries.

THE SOUTHERN FIELD.

The May issue of the Southern Field, published by the Land and Industrial Department of the Southern Railway in the interest of the various sections of country traversed by its lines, is of unusual interest and value to the many thousands of people who for one reason or another are turning their attention to this rapidly growing section.

All over the North and West are many people who are studying the subject of commercial, agricultural or industrial investments in the southern country, and they are seeking enlightenment respecting educational, social and other surroundings in expectation of finding permanent homes under conditions more congenial than they have at present. To all such inquiries this publication possesses a distinct value, as it is largely made up of frank and intelligent studies of particular communities and sections, and the reader derives information and gains ideas which are exceedingly helpful to him in shaping his own investigations of a country where conditions of climate, soil, etc., are so varied and the attractions so numerous as to be confusing to the investigator. The fact is, the Southern Railway lines traverse too large a territory to be prospected by individuals without unlimited time at their disposal, and hence this publication, by seeking out the special advantages and adaptability of particular sections, is enabled to localize the wants of inquirers and put them in the way of having those wants satisfied more quickly and economically than if left to their own devices.

In the current issue attention is called to points where manufacturing interests have greatly outstripped agricultural development in the surrounding country and where attractive home markets offer striking inducements for farmers and truck-growers from other sections to come and locate. On the other hand, other sections are indicated where the development of farming leaves little to be desired that is not already accomplished, but where splendid opportunities are open to engage in various manufacturing pursuits; thus the Southern Field seeks to be helpful by locating opportunities which will bear examination as business propositions and bringing them to the attention of prospective investors.

The Kelley Lumber & Shingle Company of Traverse City, Mich., have purchased a tract of pine stumpage, fronting on East Bay, which it is stated will cut over a half million feet. The timber is convenient to the mill of the East Bay Lumber Company, now owned by the South Side Lumber Company, of which Mr. Kelley is president.

Editorial Comment on the National Association Convention.

SHOULD MEET WITH HEARTY CO-SPONSORSHIP.

By S. C. LUMBERMAN.

THE NATIONAL HARDWOOD LUMBER ASSOCIATION, which was the adapter of the resolution for the appointment of a conference to meet with a similar committee styled one as appointed, of the Hardwood Manufacturers' Association of the United States, in an effort to harmonize the inspection rules of the two associations, and to bring about in any way the National Hardwood Lumber Association was primarily organized to accomplish the uniform inspection of hardwood lumber throughout America, and to which end it has done fruitful and laudable work.

The action was most proper and most timely. It was presaged in President Smith's address and has indeed been discussed informally by influential members of the association for some time. Quite a little discussion occurred when the resolution was introduced, but it was adopted without a dissenting vote.

The Southern Lumberman approved the organization of the Hardwood Manufacturers' Association of the United States, and to the very best of its ability and energy it has defended the course of that body. It expects to continue this attitude, believing that the association is composed of as broad gauged a class of men as are to be found on earth and that they want nothing through the association or out of it that is not for the general best good of the hardwood lumber industry. It believes that the action of the National Hardwood Lumber Association should be met by the Hardwood Manufacturers' Association of the United States in a most cordial and hearty manner and that a committee to confer on rules should be appointed as soon as possible.

The Southern Lumberman will go a step further and say that in its opinion the conference should and will be successful, ultimately resulting in the adoption of hardwood rules acceptable alike to the dealer and the manufacturer, and capable of uniform application from Maine to California. Whether this latter opinion is well based or not there can be no valid reason either for refusal or delay in meeting the action of the National association in this effort at unification of the rules. Both of the associations are de facto institutions in the trade and there are ample reasons that both should continue so. They will treat on terms of absolute equality in this matter of the rules and there can be nothing in the proposed conference of the disadvantage at which the manufacturers have complained of being by reason of the preponderant vote of the wholesale element in a joint general meeting of the two branches of the trade. The report of each committee will be subject to the approval or rejection of its respective association. If nothing is gained by the conference nothing will be lost.

The Southern Lumberman believes that something will come of the conference. It believes, indeed, that absolute uniformity of inspection rules for hardwood lumber is in nearer prospect now than ever before, and it certainly hopes that the arrangements for a conference will not be in the least retarded by any lingering feeling of animosity that may have been engendered in the separation of the two associations.

of which the Southern Lumberman is a member, the Southern Lumberman is a member of the Southern Lumberman.

THE NATIONAL HARDWOOD CONVENTION.

October Trade Journal, New Orleans, La.

The annual meeting of the National Hardwood Lumber Association held at Indianapolis, Ind., on May 21 and 22, a report whereof is printed in the news columns of this paper, bore out all that had been expected of that occasion by its adherents and promoters. It was a notable meeting. The attendance exceeded the percentage of membership usual upon such occasions; the interest was ably sustained; the official reports were severally able and clear; the discussions were animated; conservatism prevailed and the choice of officers, while intensely interesting, if not wildly exciting, was provocative of only good feeling and a free, willing and unreserved acceptance of the results.

Speaking here to the question of harmonizing inspection rules, the sentiment favoring that purpose distinctly prevailed, although somewhat modified in the outcome by what was thought by many to be a counterweight in the matter. Assuming that the introduction of universal grading rules to have been, as it was, the primary and all overshadowing object and greatest attainable achievement of and by the association, the intrusion of questions of pride of precedence could hardly defeat that end without exciting a very consistent sentiment of regret. On the other hand, if the junior association, animated by a similar or no more worthy incentive, shall elect to "pass up" the opportunity, it must, in that event, appear that its members are not really suffering for the want of uniform inspection. Considering, however, that the senior body by its action at Indianapolis did take the initiative in this all important direction, it can hardly follow that the junior association's pride would be incurably wounded by recognizing that fact and advancing to meet the committee to which the matter was referred for that purpose the other half way.

With due regard to the work of the inspection bureau as officially shown, the year's achievements appear to have been fairly satisfactory and certainly an augury of still further and greater possibilities. This work has assuredly been too far-reaching in its progress and prospects to be lightly sacrificed. If any antagonism has arisen anywhere to this tendency for no better or more tenable reason than that the membership of the National body includes a certain or uncertain, but not dominant, wholesalers' contingent, such antagonism is ill founded and can be very consistently abandoned by all to whom the idea of uniform inspection is really a righteous and desirable one.

The segregation of the traffic bureau on account of a prior lack of support within the ranks of the associations, to hereafter be sustained by service fees, was thought to be a wise disposition of that department. Those qualified by experience to speak of the workings of the bureau emphatically and decisively indorse its past record and will stay with it. The idea of patrons paying for such service as they may order only will rid the operation of the bureau of inequity and by making other lines of trade eligible to membership, a propor-

tionate one will be secured. Any supplementary work required should be undertaken by the National Association. Everybody saw demonstrated on the occasion, in exceptionally able and eminently successful conduct. The experience of previous members can be relied upon to remove any other wise possible doubts on this score.

The social plans arranged for the occasion by the local committee, of which W. W. Knight was the chairman, were defeated on the night of the first day by a heavy rain and wind storm. The banquet on the second night at the new hotel was a most timely pleasant affair, lasting the hour of its beginning, which was nearly to a clock. The occasion was conspicuously graced by the presence of United States Senator Charles W. Fairbanks and another of Indiana's many brilliant orators, a distinguished Indianapolis lawyer, John L. Griffiths. The senator's speech was an intellectually polished, intensely patriotic and generally statesmanlike effort. Mr. Griffiths' oration was more on the Ingersoll-Reed order and a brilliant and impassioned appeal to the patriotism of Americans. A significant allusion to the remarkable presence at a meeting of lumbermen, of "presidential timber," turned every eye toward Senator Fairbanks and was followed by a storm of applause. Nobody mentioned the senator's politics, but the Journal became convinced that he was at least not friendless.

The adoption of the report of the committee on revision and inspection rules recommending that no changes be made at this session, was, it is believed, another wisely directed proceeding. As some of the advocates of this measure claimed, what is most important in that department is stability.

The manner of becoming exhibitors at the World's Fair, through the various state exhibits, considering the unusual variety of interests represented by the membership, was, perhaps, the most practicable thing to be done by the organization.

NATIONAL HARDWOOD RULES ARE NOT CHANGED.

(Mississippi Valley Lumberman, Minneapolis.)

At the annual meeting of the National Hardwood Lumber Association held last week at Indianapolis, the question of a revision of the grading rules came up for discussion. The divergence between the rules of this organization and those of the Hardwood Manufacturers' Association of the United States has been occasion for regret, and it is the hope of members of the older organization that the two associations can get together and diminish or entirely eliminate the differences. Such a consummation would be for the good of the hardwood trade of the country. But though a number of the members of the association which held its meeting last week are also members of the other organization, they did not have the authority to make any advances along that line. In the absence of any organized effort to get together, the National association thought best not to take any steps that would necessitate the printing and distributing of a new set of rules, especially as they had no assurance that the other organization would indorse their action.

The present rules of the National Hardwood Lumber Association have become well established in the trade, and have

been accepted by all but the southern members of the other organization. The northern manufacturers, and particularly those of Wisconsin and Michigan, have not been interested in the matter to any great extent, for the rules as they apply to northern woods are the same in both associations. All the differences come in the grading of southern hardwoods and it is up to the manufacturers of that section to take the steps that will bring about uniformity.

That uniformity is to be desired is not doubted and jobbers and consumers who use the southern hardwoods are particularly interested. Since the National association was not disposed to take active steps toward the desired end, it would appear the part of good judgment to at least have a committee appointed to give the present rules committee power to meet a similar committee from the other association and make an effort to get together. The rules of the National association are in more general use and have been accepted by the government, hence it was entirely proper that that association should have decided not to make any radical changes at this time. But there is no reason for the existence of two sets of rules for the grading of the same woods and the trade would be infinitely better off if the same inspection were applied to all the woods manufactured by the hardwood producers.

NOTHING TO SAY.

(American Lumberman, Chicago.)

Organized labor is a molecule. According to its views it is incapable of segregation. Unlike other organisms of the same species, it is not susceptible to comparative values. This strong point in unionism is its weakest. This is due to a mistaken conception of the basic principle of value. From a union viewpoint the wage-earner admits no distinction between competence and incompetence. A carpenter, a bricklayer or a plasterer, who is capable of doing more work and better than a less capable craftsman is, according to the union principle, of no more value than his inferior workman. This theory, which other labor unions seek to have admitted to practice, is the stumpling block between employing capital and wage-earning labor. A horse is a horse, but no one of ordinary common sense would advance the argument that one horse is as good as another. The distinction might be carried through an infinity of comparisons. The workman of brains, ambition, and a proper conception of relative values underates himself and does himself an injustice when he tries to elevate his inferior in skill and capacity for work to his own level. The sooner workmen of every trade come to a realization of this, the sooner will the friction between employer and employe be removed. Unionism and its principles are all right when properly construed and practiced, but all the principles in creation cannot equalize values where no equalization exists.—Architects' and Builders' Journal.

AN EXPERT OPINION ON CALIFORNIA.

Many of our readers will recall with pleasure the excellent scientific articles which formerly appeared in the Hardwood Record on "Some Unfamiliar Woods of the United States," from the pen of O. S. Whitmore. Mr. Whitmore is now in Pasadena, California, reveling in the glorious climate of that glorious country.

With the keen and observant eye of the trained woodsman he has noted the characteristics of the timber supply of the surrounding country; with the keen business instinct of a former lumberman he has noted the business opportunities in the lumber line, and with the skill of the trained journalist he has put his impressions on paper, as follows:

Los Angeles, Cal., May 22, 1903.

This corner of the great republic is a long distance from the hardwood forests, and to most of the readers of the Record it is probably considered out of the reach of the hardwood lumber trade; but like a good many other things connected with this country, there is more or less misapprehension in regard to this subject in the minds of the majority of eastern people.

It is true that a limited amount of hardwood timber grows in the state of California from one end to the other, but there is more than most outsiders suppose. As far as lumber is concerned, California is known best by the redwood and the big trees, but there is more lumber of other kinds manufactured in the state than there is of redwood, although that is probably the most important branch of the sawmill business. The redwood is confined to a strip along the coast from about the middle of the state north to the region of Humboldt Bay. East of this region and west of the great central valley, which practically extends from end to end of the state, petering out into a narrow strip at the north, there is more or less pine lumber and in the extreme northern end practically clear across the state, while across the valley on the east side the Sierra Nevadas were originally covered up to the timber line with a heavy growth of yellow pine, white cedar, fir and spruce, except in the southern part of the range, in the neighborhood of Fresno, where there are some extensive redwood forests, but the redwood is not of the same species as that on the coast, being the sequoia gigantea, which is a lighter wood both in color and in weight, more brittle and less valuable for most purposes than the sequoia sempervirens growing on the coast.

There are several species of live oaks found nowhere else but in California and the neighboring territories, and there are also several species of white and black oaks found in scattered groves, largely in the northern and central part of the state, in the foothills on the east side of the Sacramento and San Joaquin valleys and so on north.

Another hardwood species is the madroña. This is practically an evergreen, shedding its leaves in June or a little later each year, after the new leaves have come out and are nearly grown. The shedding of the old leaves is quite an event. They roll up into a ball after the dry season comes on, and when perfectly ripe, they drop off the tree with a snap of report something like a popgun, and the effect is

Timber Lands

We offer the following bargains in southern timber lands and saw mills.

COAL AND TIMBER BARGAIN.

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 40,000,000 feet, underlain by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four thousand acres tract, located in Hatchie River bottom, a floating and navigable stream, seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country; price is \$3 per acre; good title. File 72.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

HERE'S A FORTUNE.

Thirty-five thousand acres hardwood timber in Arkansas, at \$8.50 per acre; guarantee it to cut 12,000 feet to the acre, mostly white and red oak, hickory, ash and gum; lies on navigable river less than 100 miles from Memphis, and trunk line railroad runs through it north and south, east and west, affording exceptional shipping facilities; property must be sold to settle an estate, but it takes money; land for agricultural purposes, fully worth \$6 per acre after timber has been cut. File 156.

AN ARKANSAS BARGAIN.

Twenty-two thousand acres hardwood at \$9. The following are the estimates in millions: White oak, 60; red oak, 36; elm, 40; cottonwood, 25; gum, 12; hickory, 15; white ash, 10, with considerable cypress and about 50 ties to the acre; title perfect; average haul to shipping point, two miles; no dreamers, but actual purchasers or their responsible representative. File 15.

A WISCONSIN TRACT

Of over 6,500 acres and estimated to cut 10,000,000 feet of basswood, 3,000,000 oak, 6,000,000 birch, 3,500,000 elm, 2,000,000 maple, 5,000,000 hemlock, 1,000,000 ash, with several thousand railroad ties, with 100,000 cords of wood; land for farming is very best and should sell readily at from \$6 to \$10 per acre; 720 acres of this is under permit and timber only is included in this offer; 5,825 acres of land goes with the deal; price \$65,000, part cash, balance in annual payments for three or four years at 6 per cent. File 106.

But why enumerate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

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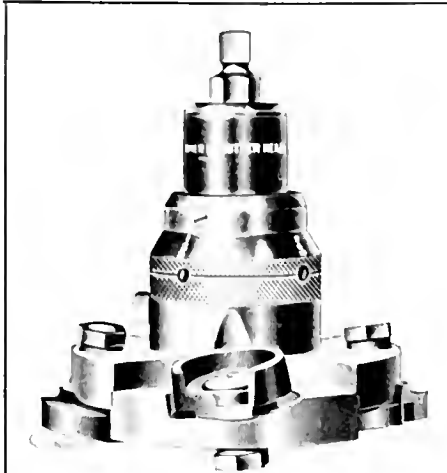
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leaves stalling, when coming through the forest where the trees are all plentiful. The oak of Arizona also sheds its bark, every year during the early summer. The bark is rather dirty grayish green. It comes down the twigs from the very top of the tree down to the branches and so down the trunk to the ground and the bark seems to be thrown off by some mechanical force. It rolls or curls up and falls down to the ground at the foot of the tree. The new bark is of a beautiful dark pea green, and when it first appears uncovered, is soft and velvety to the touch and easily bruised with the bare hand. With its new bark and large, fresh, light green, glossy leaves, which grow darker with age, and a very fragrant flower, which appears early in the summer, the tree is really beautiful and attractive. It is, in any event, a pretty study for the naturalist. The wood is of a creamy white in the thick sap, the small heart being brown.

There is a species of black walnut native to this state which I think is found nowhere else. It is called by the botanist juglans Californica. It is a smaller tree than the eastern black walnut, has a thicker wood, a smaller trunk, and a much more variegated figure, being often beautiful in that respect, boards from the trunk showing the appearance of a burl. The black walnut is sawed clear through and is generally used sap and all, the sap often having a rather creamy white appearance, which with the dark hardwood and the waxy, beautifully figured grain, makes it a very attractive wood.

The tree grows in the mountainous regions and is often found in almost inaccessible places and therefore does not cut a very prominent figure as a lumber tree, but still there is enough of it in the state to make it of considerable commercial value, especially in the ranks of rare woods.

There is occasionally found in the southern part of the state, but more frequently in Oregon, a tree called myrtle, which is used sap and heartwood together, which is also beautifully figured, the grain being sinuous and involved; but, like the black walnut, it is not plentiful enough to become a marked commercial commodity. Both of these woods polish beautifully and easily and retain the polish, and for cabinet work have few equals anywhere in the country.

These two woods and the madroña should become the special object of care of the Forestry Bureau at Washington, as the demand for them for fine work will soon render the species extinct, unless some care is taken to protect the young trees and preserve them from forest fires and the ravages of the sheep herds.

The live oaks and the white and red oaks also are rapidly disappearing. The white oaks of the east are not as tough and strong as the eastern white oaks. They are of different species, are quite brittle, and coarser grained, but have a fine figure, when quarter-sawed and, indeed, have a finer figure flat-sawed than eastern oaks, because the grain is more sinuous. The same may be said of the black oaks, both species being rather short-bodied and somewhat gnarly in appearance. They are both used for wagon repairing in place of the imported eastern oaks, especially out in the ranch districts.

The white oaks have been largely cut off all over the state. A portion of the timber has been used for lumber, some of it for house trim and flooring, more for wagon repairing, but by far the greater part that has been cut in this state has been used for fuel. I find it for sale in all hardwood timber country. There is a

the wood yards of this section, in Los Angeles, Pasadena, and the neighboring large towns, although I will say that from present appearance the trunks are being used for lumber and only the limbs for fuel. A few years ago the whole tree was used for fuel, but there is a more economical system pursued now.

The mountains about this part of the state were more or less timbered with oak or the evergreen species until within a few years, but now there are but few groves left standing. The United States Government or the Forestry Department is planting some oaks, but is devoting most of its attention to planting the native species of pines and some others transplanted here, and I think is giving considerable attention to the planting of the Australian eucalyptus. This last named tree is planted here in large quantities by the ranchmen and others and in a large number of species. It is a rapid grower, making a growth sufficient for firewood in from five to seven years from the seed, and reproducing itself rapidly from the stumps, after having been cut, so that one seeding will give a ranchman an everlasting wood lot.

Some species of the eucalyptus are quite valuable, the wood being rather hard, of a pleasing color, easily worked, sufficiently susceptible to polish, and fairly durable. Other species are as soft and as subject to decay as basswood and cottonwood and quite as intractable as gum, as far as using them for lumber is concerned.

The last fifteen years has shown a tremendous acreage in Southern California planted to the eucalyptus. It is largely used for fuel, and has practically solved the fuel problem outside of the use of coal oil, which is very abundant here.

The old orange trees make beautiful wood, but are seldom large enough for anything but small fine cabinet work, although boards a foot wide are not infrequent. As a rule, the trees are too valuable for their fruit to be cut down for lumber, even for fancy cabinet work, only the old trees commencing to decay being sacrificed.

There is another tree that is being planted extensively, the English walnut, which is really a native of the mountain regions of India. Large areas have been planted with this tree solely for the nuts. As the ranchmen plant the tree, it grows with a rather short body, with a handsome head, pleasing foliage, grows rapidly, and at seven years from the seed will pay for its cultivation, and from thence on will be a steadily increasing actual profit.

It is a tree easily cultivated, quite free from insect blight, and, as it grows rapidly and to a large size, will soon cover large areas of the state with a dense growth, which will be as useful to the land in the conservation of moisture as the original pine or oak forests. The cultivation of the English walnut is hardly yet appreciated from an economical view aside from its nut-bearing value, but the next generation will begin to reap benefit from it largely in excess of those arising from the latter.

As the trees increase in size and the heads shade the ground, they will produce taller trunks and will become in time very valuable for their lumber, and that will be the destiny of many of the old trees, for within less than fifty years they will be so thick in the orchards as now planted that one-half of them will have to be cut out.

So my readers will understand that California is not altogether devoid of hardwoods, although she is in no sense a

large amount of hardwood consumed here, much more than I had any idea of until I took particular pains to investigate the subject. There are extensive interior finishing factories in Los Angeles and neighboring towns, there being quite a good-sized one in Pasadena, where I have my home at present; and they all consume more or less hardwood, largely oak, although it is a fact that black walnut is brought here in carload lots at times for use. But the great wood is oak, both white and red, and plain and quarter-sawed. I think there is more quarter-sawed than plain-sawed used in the finishing factories, but there is more plain brought here, as it is required for carriage and wagon work, which consumes a good many carloads in the course of a year. Of course, the bulk of the carriage and wagon and implement stock is brought here in a partially finished condition, being cut up, although there is a steady call for thick oak to be used on repairs. I have seen two, three and four inch oak hauled out into the country thirty miles from railroads or seaports to be used for different kinds of repair work by the farmers and lumbermen.

The bulk of the oak brought here comes directly from the manufacturers and largely comes from the South, although I saw a carload a few days ago being unloaded, which came from Indiana, and another one from some point in Wisconsin. This was all finishing stock. The Wisconsin was plain-sawed red oak, and the other was about half and half plain and quarter-sawed white oak.

There is a good deal of oak flooring used here, for in no part of the country are there a larger proportion of finely finished residences than in Southern California. The oak flooring is both plain and quarter-sawed and also both red and white. There is also a large amount of hard maple flooring used here and considerable of that is shipped right through from the Michigan mills, although I think the largest part comes from Chicago.

Furniture manufacturing is on the increase here, and some really fine furniture is made in Los Angeles, and there is a concern in Pasadena which makes some of the most artistic furniture to be found anywhere in any factory in the country. They are using the native woods as far as possible. They use as much orange wood as they are able to procure for fancy cabinet work, but the bulk of their work is in oak, which is mostly shipped here from the East. They use as much native oak as they can get, but it amounts to only a small portion of their total stock.

It is only a few years since it was said that all the furniture in Southern California was brought from the East, but this is no longer true. Of course a great deal is still brought here, as they can make it cheaper there in the big factories than it can be made here; but there is a good deal of cheap furniture made on the coast from coast woods, and it is made as cheaply as it can be made in any eastern factory. The business is increasing rapidly, and it would astonish a newcomer to tramp over Los Angeles, as I have done, and see how many factories of all kinds have sprung up here within ten years.

Prices for all kinds of hardwoods are very high and later I will endeavor to quote some of them.

The Richard Baer Lumber Company is erecting a hardwood saw mill near Mobile, Ala., with a daily capacity of 10,000 feet. They will have about 12 years steady cut.

The Markets.

CHICAGO.

The "edge is off of everything in Wall street" is a saying ascribed to competent authority appearing in the daily papers this week. That statement seems to be too bearish to apply to the hardwood lumber market, but there is certainly not that keen activity that marked the condition earlier in the year. And for that same reason it can be stated in behalf of the Chicago dealers that trade is consequently more satisfactory.

An abnormal demand and a scarcity in the supply of marketable stocks is temporarily to the advantage of the manufacturer or holders of lumber, but a normal condition is better for everybody in the long run, and that state of affairs looks to be on the road.

Viewed in this light, there is much encouragement to be had from the prospects. While the supply has not reached the point where it can be said that it equals the demand, there is less anxiety on that score and trade serenity is added to on the further account of demand not so exciting.

The falling off in demand is attributed in part to the usual mid-summer dullness. There is more or less relaxation from business all around from now on through the season, and, following another custom, a great many of the woodworking factories are getting ready for inventory July 1. This is particularly true in the furniture manufacturing line and a slackening demand is particularly noticeable in these quarters. In the meantime they are also curtailing their output just now prior to and on account of completing their new designs for fall trade.

The woodworking lines are singularly free from labor troubles, although Chicago is all covered over with strikes. These troubles have had only an indirect bearing with consumers of lumber in the way of making them conservative in their purchases, fearing such difficulties in their own line.

MINNEAPOLIS AND ST. PAUL.

The hardwood supply of the great Northwest will have to be drawn more and more from the southern states. Already shipments from that direction are greatly increased, and dealers contemplate sending buyers into the South to pick up available stocks. Not only is northern dry stock about gone, but the outlook for this season's production in the northern woods indicates that the shortage next winter and spring will be much worse. The log crop is very light, and the lumber cut is bound to fall off a very large per cent.

One new move in the trade is the importation of plain white oak lumber from the South. Until recently dealers here drew only the quartered oak from the South, and got their supply of plain oak lumber from the northern mills. That supply has been cleaned out entirely, and what white oak is coming in now comes from southern mills. List prices are the same, and are being strictly adhered to. The stock of red oak is very limited and demand strong.

The birch situation is also very interesting. Early in the season dealers had large stocks, and pushed them hard to clean up, making concessions in the price. Soon the scarcity in other woods started a demand for birch and trade picked up. It continued briskly until stocks were reduced, and are now practically exhausted. Every stick of birch could have been sold at list

TIMBER LANDS FOR SALE.

HERE'S A BARGAIN.

Thirty thousand acres on the boundary between North Carolina and Tennessee; railroad runs through it; can commence operation at once; it has never been on the market before; absolute titles and carefully estimated by a Wisconsin lumberman to cut 12,000,000 white pine, 15,000,000 poplar, 2,500,000 chestnut, 1,500,000 oak, 1,000,000 basswood, 15,000,000 hemlock, 5,000,000 yellow pine, 800,000 ash; other woods such as beech, birch, buckeye maple, hickory, cherry and walnut not included in the estimate; the tract will cut about two cords of chestnut bark per acre, which brings 88 per cord on a 2 1/2 cent rate to tannery, or 82 per cord in the tree. The chestnut oak can be used for export, bridge and car timber or railroad ties; man on the property to show it; price \$109,000, half cash, balance on easy terms. File 215.

TIMBER AND COAL LANDS.

Twenty thousand acres in Southern Virginia. Will cut 6,000 feet of yellow poplar, 3,000 feet white oak, and 4,000 feet of other kinds of timber to the acre. The entire tract is underlaid with coal. Five openings have been made, the principal vein being over ten feet thick and all of the Pocahontas seam. Twelve miles to one station, 22 miles to another. Title perfect, fee simple. Price, \$25 per acre. File 209.

POPLAR TREES.

Five thousand poplar trees in Kentucky, 20 inches and up. Each tree is branded and measured and will cut 7,000,000 feet. Warranty deed, perfect title, \$25,000. File 155.

800 ACRES HARDWOOD TIMBER IN RANKIN COUNTY, MISSISSIPPI.

This land is situated in Rankin County, Mississippi, four miles from Madison station, on the main line of the I. C. R. R., and only one-fourth mile from Pearl River, a navigable stream to Jackson, Miss., the state capital, and a distance of only ten miles where timber can be floated for cheap freight rates. This is virgin timber, estimated to cut 6,000 feet of white oak and short-leaf pine per acre. Price \$4 per acre. File E. I. M.

1,280 ACRES IN TALLAHATCHIE COUNTY, MISSISSIPPI.

This land is situated six miles from Charleston, ten miles from the I. C. R. R. and three miles from the Tallahatchie River. The average on this tract will be about 5,000 feet to the acre, and consists of white oak, ash, and short-leaf pine. Price, \$7.50 per acre. File E. I. M.

A BARGAIN IN HARDWOODS.

Five thousand acres hardwood on Cumberland Mountain, within three miles of railroad; estimated to cut 10,000,000 white oak, 5,000,000 poplar, 5,000,000 chestnut and 5,250,000 hickory and other timber, including walnut; a portion underlaid with coal; price, 83 per acre. File 21.

PINE, OAK AND POPLAR.

We offer 1,140 acres of stumpage within 75 miles of Chattanooga, Tenn., at \$6.50 per acre cash. It will cut 1,750,000 feet yellow pine, 1,500,000 white oak, 1,100,000 poplar. Logging easy, can be cut and logged to mill site for \$250 per M; level road to railroad, team can make four trips a day. Put in a mill and go to work. File 125.

One thousand to 1,600 acres of hardwood timber stumpage at \$2.50 per M feet as cut. Only a nominal payment down as evidence of good faith. Balance can be paid as timber is cut and marketed. Here's an opportunity for a man and mill to go right to work. Refer to File No. 1.

NORTH CAROLINA DEAL.

We have for sale 9,000 acres in Henderson and Transylvania counties, N. C., of the finest virgin hardwood timber at \$5.50 per acre. This is five miles from the railroad and will cut 3,000 feet to the acre of merchantable lumber. Title perfect. File No. 1.

MICA.

Five thousand acres of hardwood in North Carolina, estimated to cut 3,000 feet to the acre. This tract contains two veins of excellent mica, which has been opened up in two places, and several blocks of mica have been taken out. Price, with mineral rights reserved, \$3.25 per acre, or \$5 per acre net in fee simple. File No. 1.

SOUTHERN LAND COMPANY,

134 Monroe Street, CHICAGO.

J. F. Olson, formerly agent of the Land and Industrial Department for the Southern and Mobile & Ohio Railways, Manager, Dealers in Southern timber, mineral and farming lands.

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.

have asserted their willingness to accept a compromise of forty-five cents an hour, instead of their original demand of fifty cents. Many of the independent bosses have signed an agreement with the men at the compromise schedule, and it is stated that, of the 5,000 men who quit work on May 1, nearly one-half of them have returned to their tools. On the other side, the Master Carpenters' Association is firm in its determination not to yield to the demands of the union and several statements have been issued in which the association declares that none of its members will pay the men more than forty cents an hour.

In spite of these adverse circumstances, there is no likelihood of a glut in the market. The prices of all woods are high and the demand from outside sources continues to manifest itself in the activity about the yards in all parts of the city.

Poplar, in all grades, is plentiful enough to fill the demand, but the tendency of the price is to advance rather than decline.

Quartered white oak has soared to unprecedented heights and is almost as expensive as mahogany. If the fashions in furniture continue, there is no telling where the price of the wood will be.

Walnut and cherry are practically out of the local market. Hemlock continues to hold its place among the rarities in the lumber world.

CINCINNATI.

While this section has not been visited by the heavy and destructive rainstorms which have brought such havoc and loss in the South and West, Jupiter Pluvius did not forget us entirely and we have just passed through quite a lengthy rainy spell. The smaller streams have been on a rampage and the farmers along them have suffered some losses. The country roads are too soft for heavy hauling and many of the smaller saw mills are in need of logs. The mills along the river are sawing away at a lively rate, and their yards are slowly beginning to put on the appearance they had before the heavy demand cut such a hole in dry stocks.

The demand continues good, although inquiries are not as numerous as they were a month ago. It would not surprise some of the local lumbermen very much should the demand show still a greater falling off during the next few months. On some of the woods even now a slump is manifesting itself.

The uncertainty of freight rates from the yellow pine territory is causing no end of dissatisfaction and is hurting trade quite a bit. The strikes which have tied up some of the roads are also a source of great annoyance. On the other hand, on the roads not affected stock is moving freely and the car question is no longer one of the existing evils.

The furniture manufacturers in this territory are commencing to complain of a slump, and in carriage and buggy circles no improvement has been noted.

In building circles, on the contrary, however, everything is booming, and indications are that this year will go down into history as a record-breaker.

Business in retail yard circles is reported as very good. Yellow pine prices have a generally firm tone and show an upward tendency.

The demand from abroad is pleasing and the consumers over there seem to have become reconciled to the high prices now in effect. Quartered white oak seems still to be the most felt want.

Country mills report labor and teams very scarce and hard to get, and this is retarding the manufacture not a little, as

CHARLES H. BARNABY,
 MANUFACTURER OF
BAND SAWED HARDWOOD LUMBER
 QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.
GREENCASTLE - - - - INDIANA.

W. A. RUST, President. F. R. GILCHRIST, Vice-Prest. 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

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.

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.
<small>XX Passenger Trains, Fast Frt. Trains Throughout</small>		
	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

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.

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

...not located on...
 ...has been practical...
 ...distribution...
 ...white oak...
 ...plains sawed...
 ...second...
 ...this stock is not as plentiful as...
 ...been...
 ...prices on this grade have...
 ...fluctuated but very little...
 ...it need not surprise anyone very much...
 ...they commence to climb before long...
 ...common and cull plains-sawed oak has been a scarce article for a long time and is still in good demand...
 ...Cull quartered oak is also in good favor...
 ...The cottonwood dealers still report great activity in the demand for this commodity, although they claim that firsts and seconds are not moving as freely as was their wont a month or so ago...
 ...The demand for box common, however, still continues unsatisfied...
 ...Mill culls are also in good favor...
 ...Gum lumber, while not as active as cottonwood, is nevertheless doing well...
 ...Red gum in firsts and seconds is in good demand, but the leading seller is cull gum with mill culls close up...
 ...Sap gum in the upper grades shows improvement...
 ...In poplar, culls are still the most favored, with a growing scarcity of this grade becoming more evident every day...
 ...Mill culls are also ready sale...
 ...The demand for the other grades is fair...

NASHVILLE.

The tone of the lumber market here is hardly as strong as it was a fortnight ago; not that there have been any decrease in prices or falling off in orders, but the market, from the persistency of the mills, has almost gained its normal place, and much of the strain for stock has been relieved, and the impression prevails in some quarters that prices have attained their top-water mark for the season. The mills continue to run with moderate outputs. The local building demand is excellent. The box factories and furniture establishments and interior finish factories are consuming quite an amount of stock. The inflated condition of the market has caused some of the more conservative to quit buying heavy stocks, as they think the bubble might break this fall. The yards are tolerably clear of lumber, well dried, but what the mills have been working for is being put in condition as fast as possible.

NEW YORK.

What can be said of a market such as that of the present time in the metropolis, where all the lumber yards are closed tighter than so many proverbial drums, and there is not enough business stirring to scare the proverbial mouse? Everyone is looking forward to good trade once this imbroglio over union and non-union men, recognition and non-recognition is over, and it is encouraging that everyone feels the end is close at hand.

Of course there is a fairly good export movement and the manufacturers who need stock for such purposes as piano, rich cabinet and furniture making, are getting it, but the local movement is naturally dead.

In spite of these facts prices are as stiff, if not stiffer, than they have been for some time. This is especially true of poplar, which has gone up a notch or two, and of quartered oak, of which very little is being offered. Plain oak is in excellent shape, and as for ash, mahogany, walnut, etc., they are all in good demand, with prices as firmly held as though the holders

didn't expect they would let go of their stock.

BURRELL'S WOOD CIRCULAR.

...of May 1, 1903.
 Ash Logs.—These have arrived in large quantities of contract.
 Ash Lumber.—Market quiet.
 Black Walnut Log.—The demand for prime large-sized logs continues satisfactory, and values are very firm; defective logs, also medium to small wood, are slower of sale.
 Black Walnut Lumber.—Supplies have again been too heavy, and shipments should be curtailed, values are very low.
 Chestnut Logs.—No change to report.
 Elm Logs.—Demand slack.
 Hickory Logs.—The import has been too heavy, and values are lower.
 Oak Boards.—The position of prime quartered stock is satisfactory, but plain boards are low in value.
 Oak Planks (Colling).—The import has been much overdone, and prices are lower.
 Oak Planks (Wagon).—The demand for 5x12 stock is not so good as it was, and shipments should be curtailed; prime 3x2 and 3x12 planks are still in fair request; shippers should, however, act cautiously and keep supplies within more moderate volume.
 Poplar Logs.—The demand is confined to prime clean wood of large sizes.
 Poplar Lumber.—Prime planks and boards of the various specifications, both planed and unplanned, are in good request, and prices continue firm.
 Satin Walnut Logs.—No demand.
 Satin Walnut Lumber.—There is a fair demand for prime boards of good specification.

HARDWOODS IN THE PHILIPPINES.

An ex-soldier who accompanied the first American expedition of 1902 to the lake country of Mindanao Island in a letter to the Woodworker says there are some of the richest of woods all along the trail. There are mahogany, ebony, valuable dye woods and an endless variety of minor species of woods. Some of the trees grow straight up to great heights, and these are used for flag poles and for masts for native craft. Americans are going to get out this valuable timber some day and export it. Meanwhile the so-called lowest species of lumber workers, the natives of the country, are cutting and backing, but in years could hardly touch one per cent of the available lumber growths suitable for the lumber markets of the world.

Empire Lumber Co.,

CHICAGO.

WANTED: { CHERRY, OAK, CYPRESS,
 GEORGIA PINE

Or anything you have for sale in hardwoods.

JOHN S. BENEDICT
WAGON STOCK
and HARDWOOD LUMBER
 ALWAYS IN THE MARKET.
135 N. HALSTED ST., CHICAGO.

THE FORESTRY QUESTION.

Report of Forestry Committee of the National Wholesale Lumber Dealers' Association is at hand. It treats of the matter in its relation to the United States government and contains such valuable and practical suggestions that we are glad to be able to produce it in full, as follows:

REPORT OF FORESTRY COMMITTEE.

The Committee on Forestry has given close attention during the year past to the relations between the United States government in its several branches and the interests which are peculiarly the concern of our association, and after long and careful consideration it ventures to make the following report and recommendations:

The committee was struck at the outset with the confusion in dealing with forest matters, due to the distribution of forest work among three different departments of the government, viz., the General Land Office, which administers the national forest reserves; the United States Geological Survey, which is charged with the duty of making the maps, describing the forests, suggesting changes in boundaries and establishing permanent boundaries; and the Bureau of Forestry of the Department of Agriculture, which is charged with all matters of professional forestry. One of the main interests of the latter has been the promotion of practical forestry among private owners; and some of the members of this association and outside lumbermen owning in the aggregate more than 5,000,000 acres of land have, as a personal matter, sought the co-operation of the Bureau of Forestry in the management and development of their tracts.

It is not the desire of your committee to criticize the work that is done under any of these three departments. No better body of men could be found, for instance, than those working under the United States Geological Survey for the work that it has done, but in the nature of the case this work is temporary. The General Land Office is under the Department of the Interior and its work could properly be done by the Bureau of Forestry, which is under the Department of Agriculture. All the trained foresters in the employment of the United States, and practically all those in the country, are attached to the Department of Agriculture, while the administration of the forest reserves is carried on without the direct participation of any of these trained men.

Without going too deeply into the discussion, the following may be briefly stated as reasons why the transfer of all federal forest work to the Department of Agriculture should be made: In the first place, the Department of Agriculture has already a very important field of forest work for farmers and others in the introduction of practical forestry on private forest lands. This is a permanent part of this department that could not be transferred. The interests of private owners have already been alluded to, but it may be added that the amount of forests in farms alone is about four times as great as the whole area of the federal forest reserves. It is not contemplated that the question of titles, patents, and ownerships should be transferred from the General Land Office. It remains only to be added that the Commissioners of the General Land Office, the Secretary of the Interior, the Secretary of Agriculture, and the President of the United States concur in the wisdom of the proposed transfer. The national forests reserves are almost wholly on high land and

their importance to the prosperity of the West grows out of their relations to irrigation, manufactures, and to other interests depending on a regular water supply; to the production of wood, not only for lumber, but for ties and fuel, charcoal and other wood products; also for the protection they offer to herds and flocks for grazing; and, finally, and most important of all, to their regarding the melting of snows and washouts that come from heavy rains.

Second, the committee earnestly urges adequate appropriations by Congress for the work of timber testing. The importance of this work can hardly be exaggerated. It is of vital moment that the comparative strength of timbers of different sorts should be definitely known by architects and engineers. The absence of this knowledge may cause undue waste or undue parsimony in the use of timber. In the nature of the case, the process is expensive, since many examples of each sort of timber to be tested must be assembled, and the testing destroys the value of the timber subjected to it. Further, the reports of any timber test should have the sanction of a department of the United States Government, in order that they may have validity and universal acceptance. Some of this work has already been done, but as new woods are coming into the market they should be properly tested and classified with reference to their endurance and fitness for various timber purposes. The committee urges upon the members of this association to bring this matter to the attention of members of Congress.

Third, the committee recommends a census of standing commercial timber in the United States. Notwithstanding the estimates put forth from time to time, it is known by the initiated that there is at present no reliable knowledge of the timber supply. If, for instance, the conclusions of the census of 1880 had been valid the entire stock of white pine in the United States would have been out of existence in 1890, while now, twelve years subsequent to that date, there has been a production in three states of over 5,000,000,000 feet. There is an explanation for this great discrepancy in that no timber trees with a diameter of less than twelve inches were counted in the census referred to, and the growth accumulating on the trees was left out of consideration, but, nevertheless, it is a fair illustration of the difficulty surrounding the subject and the lack of definite knowledge which there is upon it. The estimates made are too general to be made the basis of commercial investment, and they cover only a fraction of territory. There is no railroad engineer who is not anxious about the question of ties, and no definite and reliable information is forthcoming. The unreliable census of 1880 referred to above is practically the only one that there ever has been, no attempt having been made in the eleventh or twelfth census to collect timber statistics and nothing of importance having been accomplished before 1880. The committee unreservedly recommends to the members of this association that this matter be impressed upon members of Congress. It is believed that the complete census, including its tabulation and the printing and distribution of the proper maps, etc., can be accomplished for about \$250,000.

Fourth, there is now pending before Congress the question of an appropriation of \$10,000,000 for the establishment of a forest reserve in the Appalachian Mountains. It is not the intention of your committee to repeat here, except in the briefest way,

the arguments for this appropriation. The matter has been much discussed; it was made the subject of a special message to the Senate and House of Representatives by President Roosevelt, December 19, 1901, and the subject has been so much discussed that it may be assumed that members of this association are familiar with it. The proposition, briefly, is to reserve a large tract in the States of Tennessee, North Carolina, and South Carolina and Georgia, and possibly some in Alabama and Virginia. The Secretary of Agriculture in his report, which was transmitted by the President to Congress, calls attention to the fact that this region embraces the highest peaks and largest mountain masses east of the Rockies; that upon these mountains descend the heaviest rain-falls of the United States, except that of the North Pacific coast; that if the soil, which is, generally speaking, thin and easily washed away, is once denuded of its forest and swept by heavy rains the river and harbors will become choked with the detritus washed down from the mountain fields. Besides these considerations, the rivers which arise in these mountains flow into or along every state from Ohio to the Gulf, and from the Atlantic to the Mississippi. Enormous agricultural and navigation interests, and water-power interests as well, are dependent upon these rivers. The heaviest and most beautiful hardwood forests of the continent are upon these mountains, and for economic reasons their preservation is imperative. The reservation, moreover, is vital to the agricultural interests of the South, the loss in a single year being more than the entire purchase price of the entire tract proposed to be reserved. The President's message to Congress contains the following:

"Wise forest protection does not mean the withdrawal of forest resources, whether of wood, water or grass, from contributing their full share to the welfare of the people, but, on the contrary, gives the assurance of larger and more certain supplies. The fundamental idea of forestry is the perpetuation of forests by use. Forest protection is not an end of itself; it is a means to increase and sustain the resources of our country and the industries which depend upon them. The preservation of our forests is an imperative business necessity. We have come to see clearly that whatever destroys the forests, except to make way for agriculture, threatens our well-being."

To sum up, the committee in making this report urges action upon the points named, viz.: First, the recommendation that the entire forestry interests of the government shall be concentrated in the Bureau of Forestry, Department of Agriculture, except the question of land titles; second, it recommends and pledges its members to work for adequate appropriations for testing timbers; third, it urges an immediate appropriation for a timber census of the United States; and, fourth, it urges the passage of the pending bill in favor of the southern Appalachian forest reserve.

GEORGE P. SAWYER, Chairman;
ROBERT C. LIPPINCOTT,
FRANK H. GOODYEAR,
FRANK E. WHITMAN,

Forestry Committee.

The R. H. Jenks Lumber Company is putting in a new mill at Tremont, La. The mill will have a daily capacity of 75,000 feet, and will be done by September 1. It is situated at one end of a stretch of 10 miles of railroad which is owned by the company, another big mill being located at the other end.

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STAR SAW GUMMER

THE MOST DURABLE SIMPLEST

Has stood the Test of Twenty-five Years

Only Gummer that is Movement

Cuts from Bottom up, or Top Down

Cuts on Large or Small Circular Saws and Cross-Cuts

Weights only 12 Lbs.

MOST QUICKLY ADJUSTED

Cuts off the Backs of Teeth, as well as the Gullet

TESTIMONIALS

No mill can afford to do without it.

P. D. BARNER, Baidorf, Ohio

It is just what you see it is. My men get buy operators it.

I used another make of gummer before I thought a better one (1901)

J. W. HANCOCK, Goshen, Tenn.

I like yours best.

J. W. HANCOCK, Pleasant Lake, Ind.

MILLER OIL & SUPPLY CO.

INDIANAPOLIS, IND.

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.

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.

Saw Timber

along the

COTTON BELT ROUTE

In great variety, in large and small tracts, suitable for saw mills, stave mills, box, wagon, hub and spoke, casket and berry box, furniture or heading factories, and other wood workers. The Cotton Belt Route has compiled a complete list of real estate agents along its lines handling timber lands. Persons seeking new locations for their mills and factories are enabled to communicate direct with such agents by securing this list which will be mailed free on application.

F. H. BRITTON, V. P. & G. M., E. W. LaBEAUME, G. P. & T. A., St. L. S. W. Ry. ST. LOUIS, MO. St. L. S. W. Ry.

Form 120

— We are in the Market for —
**COMMON AND CULL and
 MILL CULL COTTONWOOD.**
 It will be to Your Advantage to Write Us.
THE NICOLA BROS. CO., - Pittsburg, Pa.
 Buyers and Sellers of HARDWOODS.

FOR SALE:
Indiana Stock.
 2 cars $\frac{3}{4}$ -inch plain white oak, common.
 3 " 1 " " red " 1st and 2nds.
 3 " 1 " " quartered red oak, common.
 1 car 1 $\frac{1}{4}$ " " white oak, common.
 1 " 2 " " " " " " " "
 1 " 1 " " common quartered white oak, strips, 2 to 4 inches wide.
 2 cars 1-inch common poplar.
D'Heur & Swain Lumber Co.,
SEYMOUR, INDIANA.

LUMBERMEN: N. B.
 If you will furnish us a reliable STOCK LIST each month with reasonable prices extended, the result will surprise you. TRY IT.
AMERICAN LUMBER & MFG. CO.,
PITTSBURG, PA.

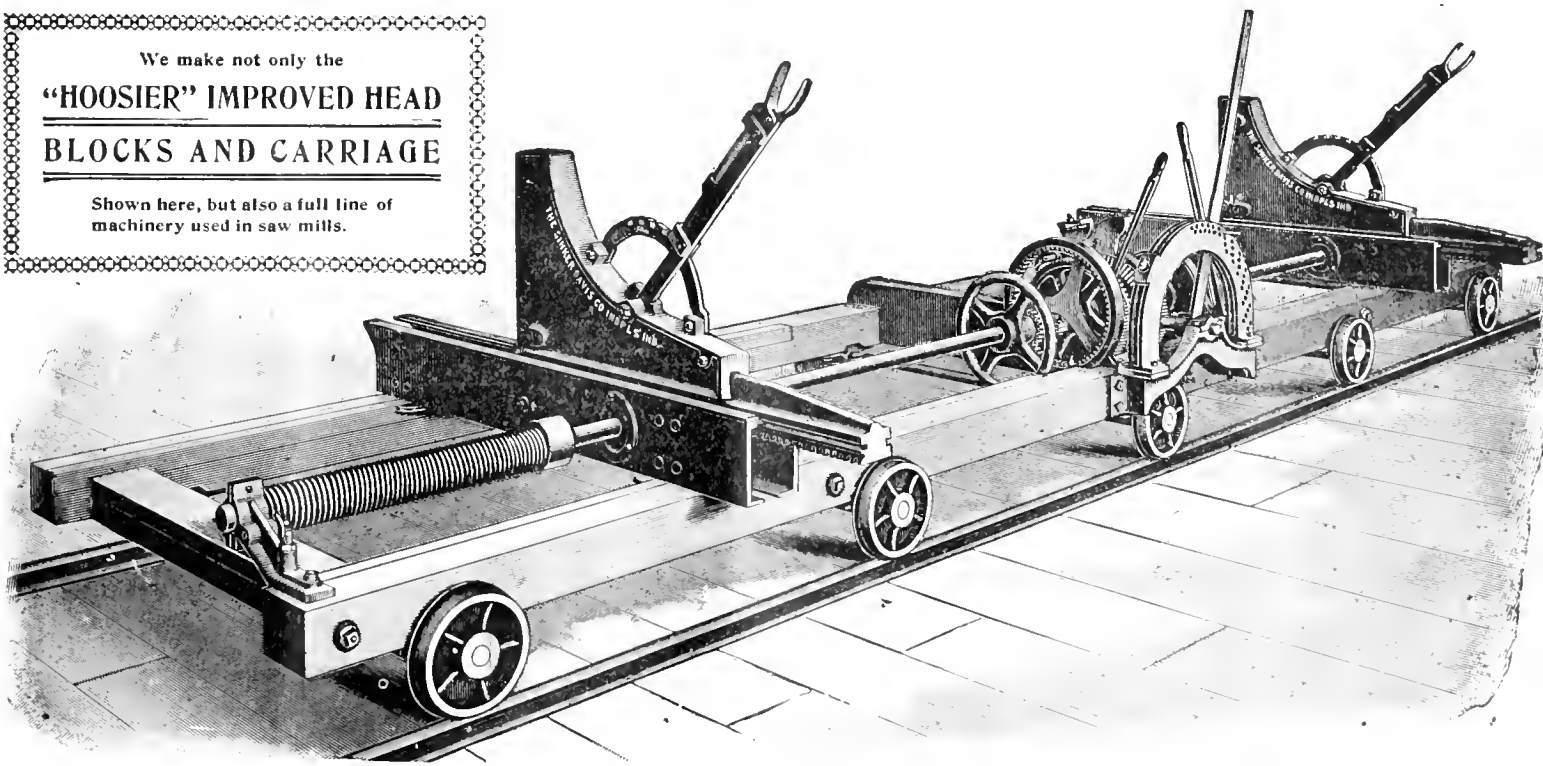
The Walnut Lumber Co.
INDIANAPOLIS, IND.
 Manufacturers and Wholesale Dealers.

WE WANT TO BUY
 Walnut, Cherry, Hickory, Poplar, Ash, Elm,
 Quartered White Oak,
 Quartered Red Oak,
 Plain White Oak,
 Plain Red Oak,
 Quartered Sycamore,
 Hard Maple.

CORRESPONDENCE SOLICITED.
INSPECTION AT MILL POINTS.

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.

WRITE TO

STEWART & JACKSON

IF YOU WANT TO BUY OR SELL

POPLAR AND HARDWOODS,OFFICE: UNION TRUST BUILDING.
YARDS: CLARK ST. DALTON AVE.

CINCINNATI, OHIO, U. S. A.

WANTED—FOR SALE—EXCHANGE.**NOTICE.**

George S. Brink is no longer connected with the undersigned.

SOUTH ARM LUMBER CO.,
Milwaukee and Chicago**WANTED COMPETENT INSPECTOR.**

One who thoroughly understands the grading of poplar and hardwoods. State age, experience and salary wanted. Address

KY, care Hardwood Record

BUSINESS OPPORTUNITIES.**NOTICE.**

The undersigned will purchase interest in good lumber proposition, join experienced parties in development, or advance additional capital to enlarge saw-mill business and market output. Don't answer unless you can offer us a really good proposition and can give complete details.

"A. B. C." Hardwood Record.

TO LET—SAWING CONTRACT

To responsible parties to saw oak, chestnut, gum and cypress at point about 100 miles south of Memphis in Mississippi. Give size of your mill, experience, references, price per M. on plain and quartered sawing and earliest date you could start work.

"SAWING," Hardwood Record

FOR SALE.

Saw mill. Controlling interest in one near Blytheville, Ark., circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft. per day. Cash or easy terms to responsible party. Address R. J. P., care Hardwood Record.

LUMBER WANTED.**WANTED GREEN OR DRY**

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED OAK OR CEDAR TIES.

50,000—6x8—8 ft., 12,000 for immediate delivery, advance for delivery late this Fall. Address

S. J. VINNEDGE & CO.,

1112 Fort Dearborn Bldg., Chicago.

WANTED.

Chestnut, 1 inch, 1st and 2nds common, Basswood, 1 inch, 1st and 2nds, common and

quartered Red Oak, 1 inch, 1st and 2nds. Quote prices delivered f. o. b. Cincinnati

DUHMEIER BROS.,

Cincinnati, O.

WANTED.

Cut, quarter-sawed white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.

Main and Chambers Sts., St. Louis, Mo.

WANTED OAK PILING30 to 40 feet long. White or Burr Oak
WRITE US.

CONTINENTAL LUMBER CO.,

Monadnock Building CHICAGO.

WANTED.

300 M feet 1 to 2 inch No. 2 Common Birch, Black Ash and Basswood

GEO. W. STONEMAN & CO.,
76-82 W. Erie St., Chicago.**WANTED OAK STRIPS.**

Clear kiln dried, plain and quartered white oak strips 5 1/2 inches thick and 2 inches wide

DIEBOLD LUMBER & MFG. CO.,
Wallace Bldg., Pittsburg, Pa.**WANTED.**

Quartered red and white oak. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry LumberWill pay cash and inspect at shipping point.
W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo**WANTED WAGON STOCK.**

Poles, Reaches and Bolsters.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.**WANTED.**

To contract for 200 M ft., 2-inch log run Gum.

GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago**WANTED.**

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/2 inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.

L. W. RADINA & CO.,

Clark St. and Dalton Ave. Cincinnati, O.

WANTED.

25 Cars 2 1/4 x 4 1/2, 26-inch White or Red Oak, green or dry, delivered here.

20 M feet 2x2, 48-inch White Oak, dry, delivered here.

A large amount of 1 1/2-inch and thicker 1st and 2nd Maple, can use some No. 1 common.

1-inch quartered White Oak

Please quote us.

ROSS LUMBER CO.,

Jamestown, N. Y.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.Any amount of Cottonwood in any size or grade.
1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and seconds.

1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds.

19 cars each 4x5—6 foot or 12 foot Hard Maple

ASCS.

50 cars W. Oak Bill stuff

100 cars Crating, all kinds.

What is your specialty?

We reach every part of the United States.

Address: Hardwood Dept.,

AMERICAN LUMBER & MFG. CO.,
Pittsburg, Pa.**WANTED—FOR SPOT CASH.**

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address

O. E. YEAGER,

332 E. K Street, Buffalo, N. Y.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,

East St. Louis, Ill.

WANTED—HARDWOOD LOGS.

200 M feet 2 1/2-inch and up White Oak logs.

200 M feet 1 1/2-inch and up Walnut logs.

50 M feet 1 1/2-inch and up Cherry logs.

C. L. WILLEY,

35th and Iron Streets, Chicago.

WANTED.

100 M feet Poplar, any thickness and grade.

100 M feet Red and White Oak, any thickness and grade.

30 M feet 1 1/2 to 4 inch, 1st and 2nd Hickory.

FINK-BEDLER CO.,

Robey and Blue Island Ave., Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.

LELAND G. BANNING,

Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,

Station "N," Cincinnati, Ohio.

WE WANT

5 cars 2-inch common and 1sts and 2nds Hickory.

3 cars 2 1/2-inch common and 1sts and 2nds Hickory.

4 cars 3-inch common and 1sts and 2nds Hickory.

2 cars 3-inch 1sts and 2nds qtd. White Oak 12 to 16 ft.

10 cars 1-inch common and 1sts and 2nds Poplar.

5 cars 2-inch common and 1sts and 2nds Poplar.

5 cars 3-inch common and 1sts and 2nds Poplar.

10 cars 1-inch Gum, cut, common and 1sts and 2nds

10 cars 1-inch and 1 1/2-inch cut Cherry.

EMPIRE LUMBER CO.,

1-10-11, No. Branch and Backhawk Sts., Chicago.

WANTED.

Large quantities of Poplar electric wire casings for export. Will pay cash. Address "CASING," care The Hardwood Record.

WANTED.

Shipping cut, plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.

DUHMEIER BROS.,

Cincinnati, O.

WANTED.Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO.,
Indianapolis, Ind.**IF you want cash for your lumber, write M. ROEDER, 1440 Roscoe St., CHICAGO.**

WANTED—FOR SALE—EXCHANGE.

WANTED.

Cypress, 1sts and 2nds, 1 1/4, 2, 3 inch; selects, 1 1/4 inch.
 Red Gum, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch
 Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch.
 " " " " common, 1 1/4, 1 1/2 inch.
 " " " " plain sawed, 1sts and 2nds, 2 1/2 inch.
 White Oak, " " " " 1sts and 2nds, 1 to 4 inch.
 " " " " quartered, 1sts and 2nds, 1 to 2 inch.
 Yellow Poplar, 1sts and 2nds, 1 to 4 inch.
 " " " " 1sts and 2nds, 4x4 to 8x8 inch.
 " " " " common, 4x4 to 8x8 inch.
 " " " " selects, 1 to 2 inch.
 Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
 Buffalo, N. Y.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Pop ar and Cypress.
 Will inspect at shipping point and pay cash.
 BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca St., Buffalo, N. Y.

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—WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more ears and pay cash.
 H. A. LANGTON & CO.,
 Terre Haute, Ind.

LUMBER FOR SALE.

DID IT EVER OCCUR TO YOU
 That we could sell you well-made lumber in white or red oak, poplar, gum, etc., at the right prices? We also make a specialty of our stock.

A. R. VANSICKLE & SON,
 Tamm, Ill.

FOR SALE.

If you are in the market for plain or quartered oak or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIN & CO.,
 Louisville, Ky.

FOR SALE—DRY LUMBER.

Arkansas Red Gum, in all grades.
 Oak, plain sawn red, 1st and 2nd.
 Oak, plain sawn red, common.
 Poplar, 1st and 2nd.
 Poplar, common.
 Poplar, cull.
 Oak, plain sawn white, 1st and 2nd.
 Oak, quarter sawn white, 1st and 2nd.
 Oak, quarter sawn white, common.
 Oak, quarter sawn white, strips.
 3x8 and 3x10 Red Oak bridge plank.
 And anything in line of hard woods.
 J. V. STIMSON,
 Huntingburg, Ind.

FOR SALE.

Yellow pine pole stock, in standard sizes, from 2x6—10 to 4x8—12 feet, both green and dry, for immediate as well as future shipment. Write us your wants quick.

THE FARRIN-KORN LUMBER CO.,
 Cincinnati, O.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
 Manufacturers Hardwood Flooring,
 LYONS, Ky.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
 100 M ft. 1-inch log run Soft Maple, on grades.
 3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
 20 M ft. 1 to 2 inch log run Walnut.
 100 M ft. 1 to 2 inch Cherry, all grades.
 This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
 Jamestown, N. Y.

WANTED.

1 inch cull and better (plain and quartered 1 1/4 inch common and better) **WHITE OAK.**
 Can take mixed ears.

Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

FOR SALE.

5,000 feet 2 1/2x6 inch and up 1sts and 2nds quartered White Oak.
 4,000 feet 2 1/2x6 inch and up 1sts and 2nds quartered White Oak.
 9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak.
 700 feet 3 1/2x6 inch and up 1sts and 2nds quartered White Oak.
 Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,
 1142 Seneca St., Buffalo, N. Y.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.

KELLEY LUMBER & SHINGLE CO.,
 Traverse City, Mich.

FOR SALE.

Large amount of 6 x 8, 8 ft. Oak and Chestnut Ties

ROY LUMBER CO.,
 Nicholasville, Ky.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
 200,000 ft. 1-inch log run Chestnut.
 50,000 ft. 1-inch dry common quartered Red Oak.
 75,000 ft. 2-inch common and better, shipping dry, White Oak.
 20,000 ft. 1-inch, dry, mill-cull Walnut.

NORMAN LUMBER CO.,
 Louisville, Kentucky.

TIMBER PROPOSITIONS.

BARCAIN IN LA. AND MISS.

100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 9,000 feet per acre. Arrangements must be completed by June 23rd or it will be withdrawn from the market. Full particulars and blue prints from

WILLINGMYRE & RHODES,
 Saline, Mich.

WANTED STUMPAGE.

Oak and poplar timber on a stumpage basis at price per M as logged or will join parties owning timber and will put in equipment and manufacture on basis of division of profits. Give estimate of timber of different varieties, location of tract by streams, mountains, towns, etc., so we can locate on Gov. topographical maps and estimate of cost of logging and delivering to railroad.
 "TIMBER LANDS," Hardwood Record.

WANTED—TIMBER LANDS.

The Hardwood Record, account of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

WANTED TO PURCHASE CYPRESS STUMPAGE.

Must be large and of the very best character of timber, accessible to either railroad or river.
 BLANTON-THURMAN LUMBER COMPANY,
 Memphis, Tenn.

MACHINERY.

FOR SALE.

One band saw mill, Stearns make, nine-foot wheels, four twelve-inch band saws, filing room outfit complete, a 1 in good condition, practically new. Price \$1,200 f. o. b. Mattson, Miss. Address ROUNDWAY MFG. CO.,
 Mattson, Miss.

FOR SALE.

A complete outfit of sawed hoop making machinery, best made; used only eight months, better now than new. Will sell at a bargain. Just the outfit to add to a saw mill. Inquire at once.
 GOTSHALL BROS.,
 Archbold, Ohio.

FOR SALE, SECOND HAND MACHINERY

One 60-in. x16 ft. 80 H. P. tubular boiler.
 One 12x24, 50 H. P. slide valve engine.
 One 48-inch two block, with Knight dogs, Sinker-Davis carriage.
 One 36-inch heavy iron frame rip saw.
 One saw husk.
 Two circular saws
 All of the above first-class machinery. Address,
 WM. L. BROWN,
 Mitchell, Ind.

WANTED—BAND SAW MILL.

Will purchase complete band mill of at least 20 M capacity delivered F. O. B. Memphis, Tenn. Give full description and very best price, make of machinery, how long it has been used and condition.
 "MACHINERY," Hardwood Record.

WANTED, AT ONCE.

Complete second-hand Band Mill. Must be modern in equipment. Advise with detailed description and price. Address
 J. V. STIMSON,
 Huntingburg, Ind.

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—MACHINERY—Second Hand Circular Saws
 Good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Boiler, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 20 H. P. Portable Engine, one Knight's U. Mill, one Knight's T Mill, one 30 inch two Fay Tenner's 32 inch Wheel Joint-Engine, six Steam Boilers, six Columbia twenty-five Pösch-ling Hand Machines, one and Shaper, one inch Hand Jointer, one Fay Surface, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-worker, One Continental 3/8 Band Saw
 THE MILLER OIL & SUPPLY CO.
 Indianapolis, Ind.



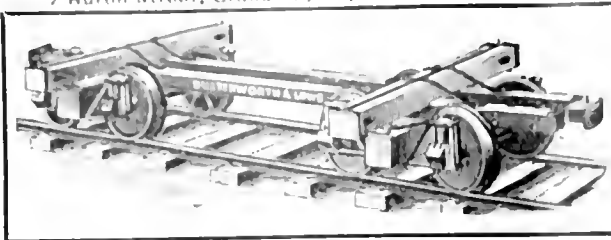
FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 3 1/2-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care
HARDWOOD RECORD.

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.

25%
MORE
WORK
MORE
SPEED
LESS
LABOR
LESS
FATIGUE

The Very Appearance
of the NEW CENTURY
TYPEWRITER suggests progress.

THE AMERICAN WRITING
MACHINE CO.
172 LaSalle Street, Chicago, Ill.

ANN ARBOR RAILROAD AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-
NEE AND MANITOWOC, WIS. To all Points in OHIO, PENNSYL-
VANIA, VIRGINIA AND ALL EASTERN POINTS. : : :

The Favorite Route for Lumber Shipments. First-Class Passenger Accommodations.

FOR INFORMATION APPLY TO **T. E. RIELY,** Com. Agent
Attn. Agent R. R. **MILWAUKEE, WIS.**

THE RECOGNIZED AUTHORITY

ON LUMBER CREDITS IS THE **RED BOOK** ALL WHO USE IT TESTIFY TO THIS.

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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the

CHICAGO INDIANAPOLIS LOUISVILLE RAILWAY

The remedial properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$8 up to \$35 per week, including free use of all the waters.

Booklet telling about the waters and giving list of hotels and boarding houses, with their rates sent free.

FRANK J. REED, G. P. A., MONON ROUTE, CHICAGO.

ATTENTION, FARMERS:

Why remain in the North and stay in doors six months in the year consuming what you raise during the other six months? Go South where you can work out doors every month in the year, and where you are producing something the year round. If you are a stock raiser you know your stock are now "eating their heads off" and, besides, have to be protected from the rigors of winter by expensive shelter. Cost of production determines place of production, and Alabama and Florida can produce beef and sheep cheaper than any other state, and must become the center of a great industry already begun. Economical stock feeding requires the combination of both flesh-forming and fat-forming foods in certain proportions. Alabama and Florida contain millions of acres of unutilized cheap range, and these lands when cultivated produce in abundance the velvet bean and cassava, the first a flesh producer, and the latter a fat producer, and they are the cheapest and best fattening materials known to the world. If you are interested and desire further information on the subject, address

G. A. PARK,
Gen'l Industrial and Immigration Agt.,
LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.

LIST OF STOCK

ON HAND AT THIS DATE.

Richmond, Ind., April 21, 1903.

QUARTERED WHITE OAK.

5 M feet 1 inch common strips.

PLAIN WHITE OAK.

6 M feet 1½ inch firsts and seconds.

8 M feet 1½ inch firsts and seconds.

6 M feet 2 inch firsts and seconds.

QUARTERED RED OAK.

5 M feet 1 inch strips.

PLAIN RED OAK.

50 M feet 1 inch firsts and seconds.

100 M feet 1½ inch firsts and seconds.

50 M feet 1½ inch firsts and seconds.

6 M feet 2 inch firsts and seconds.

150 M feet 1 inch common.

WALNUT.

7 M feet 1 inch firsts and seconds.

5 M feet 1½ inch firsts and seconds.

5 M feet 1½ inch firsts and seconds.

6 M feet 3 and 4 inch firsts and seconds.

10 M feet 1 inch common.

5 M feet 1½ inch common.

5 M feet 1½ inch common.

10 M feet 1 inch cull.

5 M feet 1½ inch cull.

5 M feet 1½ inch cull.

ASH.

12 M feet 1 inch firsts and seconds.

30 M feet 1 inch common.

1 M feet 2½ inch common.

20 M feet 1 inch cull.

CHERRY.

2 M feet 1 inch firsts and seconds.

2 M feet 1½ inch firsts and seconds.

5 M feet 1 inch common.

4 M feet 1 inch cull.

SUGAR.

20 M feet 1 and 1½ inch cull and common.

14 M feet 1½ inch common.

7 M feet 2 inch log run.

HICKORY.

4 M feet 1 inch cull.

10 M feet 1½ inch common and cull.

10 M feet 2 inch firsts and seconds.

5 M feet 1½ inch firsts and seconds.

PLAIN SYCAMORE.

3 M feet 1 inch firsts and seconds.

QUARTERED SYCAMORE.

5 M feet 1 inch firsts and seconds.

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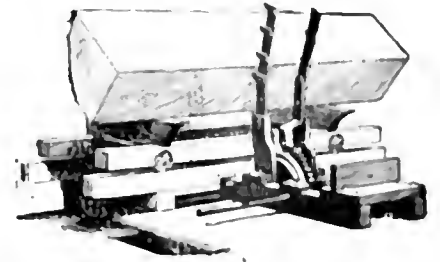
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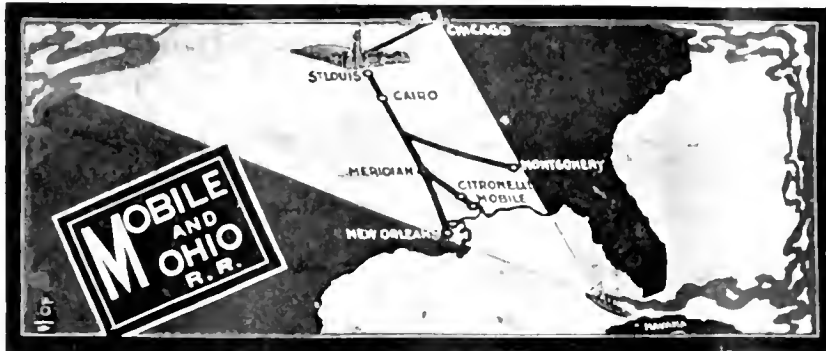
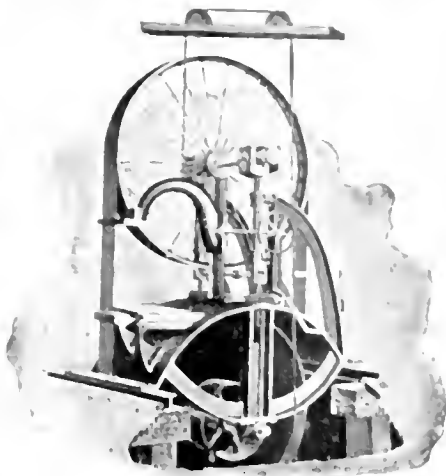
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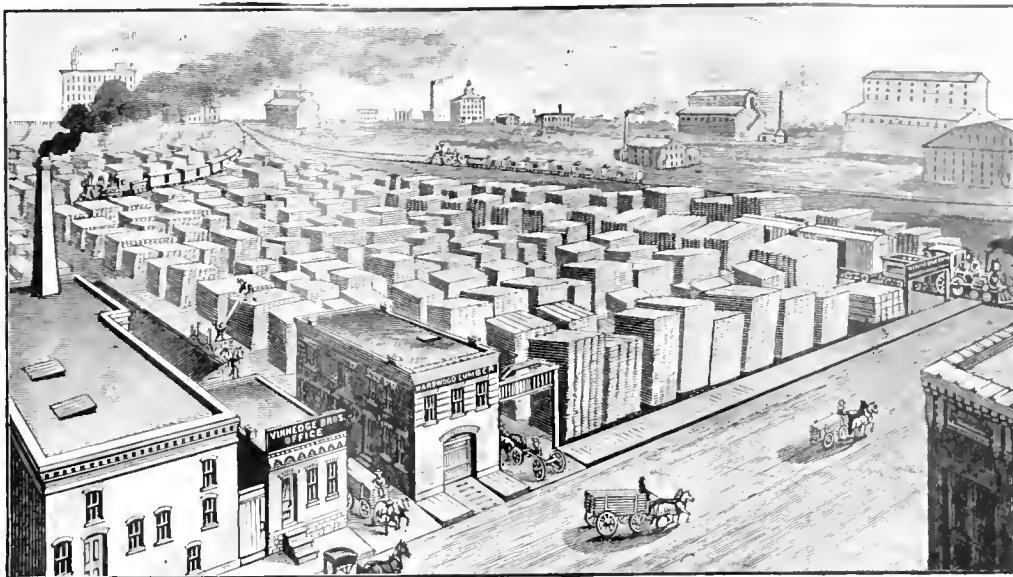
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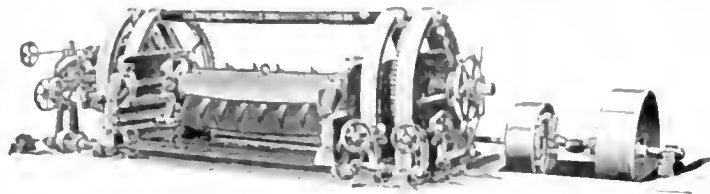
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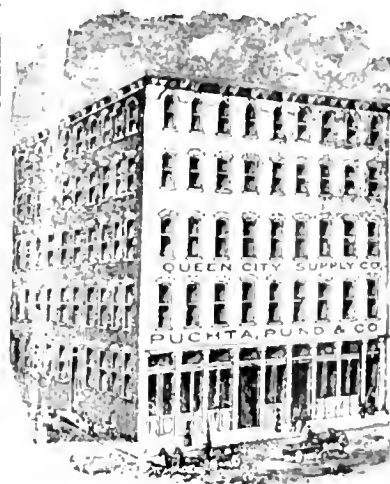
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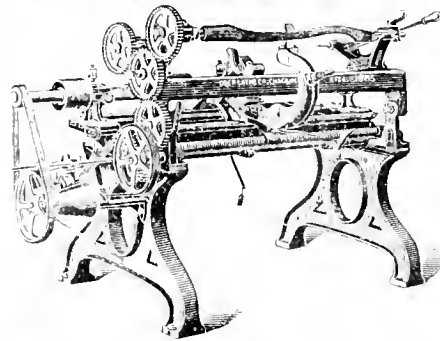
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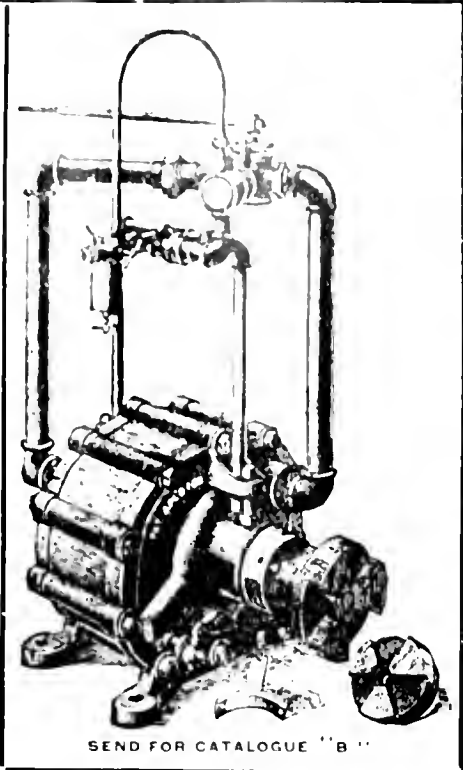
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Send us a list of what you have in all kinds of hardwoods.

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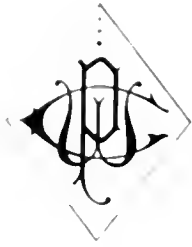
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ALL GRADES ROUGH OR DRESSED

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Manufactured into

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CHOICE EXPORT STOCK.

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WHOLESALE LUMBER DEALERS**

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WRITE US WHEN YOU WANT

Oak, Ash, Poplar, Cottonwood and Gum.

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Thin Stock a Specialty.

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SOFT YELLOW MISSISSIPPI CYPRESS

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Two to Three Million Feet Cypress,

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All Southern **Hardwoods**

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We Buy and Sell Choice Hardwood Lumber.

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Wholesale Manufacturers and Shippers,

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THIN QUARTERED WHITE OAK.

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INCORPORATED 1902.

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WHOLESALE

MICHIGAN HARDWOODS

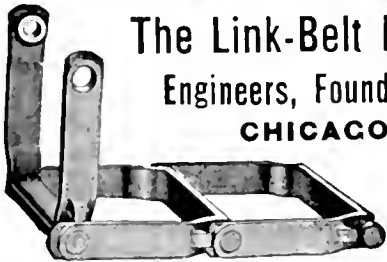
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Hardwood Lumber

CAIRO, ILLINOIS.

Plain Red and White Oak.



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ELK RAPIDS, MICHIGAN

We are now ready to book orders for flooring and mattress frames, giving quick shipment. Correspondence solicited.

ELK RAPIDS IRON CO.,
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THE FERD BRENNER LUMBER CO.

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Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

 We are in the market to buy all Southern Hardwoods. Correspondence solicited.

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. XVI.

CHICAGO, JUNE 25, 1903.

No. 5

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

ENTERED AT CHICAGO POST OFFICE AS
SECOND-CLASS MATTER.

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U. S., Canada and Mexico..... \$1.00 per year.
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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 26

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.

EXECUTIVE COMMITTEE MEETING.

At the last annual meeting of the National Hardwood Lumber Association, held at Indianapolis May 21 and 22, the Board of Managers was instructed to select an executive committee of five from its members, such committee to have the full powers of the Board of Managers and to be responsible to that body.

The secretary took a ballot by mail, which ballot was examined and verified by the president, and the secretary was instructed to announce the selection of the following named gentlemen: B. F. Swain, Shelbyville, Ind.; William H. White, Boyne City, Mich.; O. O. Agler, Chicago, Ill.; F. H. Smith, St. Louis, Mo., and J. W. Thompson, Memphis, Tenn.

The president further instructed the secretary to call a meeting of the executive committee at the earliest convenient date, and accordingly a meeting was called on Monday, June 22, at the secretary's office, at which B. F. Swain, O. O. Agler and William H. White were present.

This meeting was merely a preliminary one to get the new officers started right, to take care of a few pressing matters and provide for future meetings.

The affairs of the Traffic Bureau were gone over thoroughly, and while it was conceded that the whole affair, in its relationship to the National Association, was a pretty bad mess, the executive committee could see nothing for it under its instruction from the annual meeting except to pay off the indebtedness of the association bequeathed it by the Traffic Department, and a start was made in this direction by authorizing the secretary and treasurer to issue vouchers in favor of W. D. Hurbut and the National Traffic Association to the amount of \$600.

The following committee appointments were made by the president and confirmed by the committee:

Rules committee, for three years, D. F. Clark, Minneapolis, Minn.; Robert M. Carrier, Sardis, Miss., and J. W. Graham, Cincinnati, O.

Inspection bureau committee, for three years, H. W. Carey, East Lake, Mich.; E. A. Swain, Cincinnati, O., and M. M. Wall, Buffalo, N. Y.

Transportation committee, for one year, W. A. Bennett, Cincinnati; A. R. Vinnege, Chicago; C. R. Mengel, Louisville, Ky.; J. W. Thompson, Memphis, Tenn., and F. M. Possell, Cincinnati, O.

Mr. E. A. Swain was present and re-

quested the committee to take some action which would provide the association with an inspection on Tupelo. Accordingly the executive committee, after much discussion, decided to refer the matter to the rules committee, and should that committee recommend the adoption of a rule the secretary was instructed to make such provision for getting the matter before the members as he deemed expedient.

It was arranged that the executive committee should hold quarterly meetings, which were to be well advertised and to which all members of the Board of Managers and of the association should be invited and requested to submit suggestions for the association work. The date of the first meeting will be October 14, and the meeting place Cincinnati. The one following will come in January and the next in April, about a month before the annual meeting. The location for the second and third meetings was not selected, the idea being to hold them at different points so as to come in touch with the lumbermen of the different sections.

The secretary presented a report in which he stated that during the first 30 days of his administration 11 new members had been added to the membership roll and no resignations.

He also reported that he had sent the following letter to Mr. Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States:

"Chicago, Ill., June 9.—Mr. Lewis Doster, Secretary Hardwood Manufacturers' Association, Columbus, Ohio: Dear Sir—At the sixth annual meeting of the National Hardwood Lumber Association, held in Indianapolis, May 21 and 22, the following committee report was unanimously adopted:

"We, the committee on revision of inspection rules, to whom the matter was referred, whether or not it was advisable for the committee on revision of inspection rules to meet with a committee appointed by the Manufacturers' Association, beg to report that we are in favor of said plan and would be glad to confer with any committee that the Manufacturers' Association may appoint. Information of that nature, however, must be presented to our association in writing by the Manufacturers' Association."

"We sincerely trust that this action on the part of the National Association will meet with the approval of your association, and that a committee from your association may be appointed to confer with the revision committee of the National Association to the end that the two associations may come to an agreement on the matter of inspection rules."

Very truly yours,
 Wm. C. D. Wood
 Very truly yours,
 Wm. C. D. Wood
 His letter he replied to by saying that the office of Mr. Wood was out of the way and that the letter would be brought to his attention upon its return.

THE HARDWOOD MARKET

The course of business during the past two weeks has justified the position taken by the Record's last issue, that there was nothing in the situation to justify the contention of consumers that hardwood prices should be reduced. So long as consumption is maintained at anything approaching the present volume the prices on hardwood lumber will not decline.

Hardwood lumber will never be as cheap in the future as it has been in the past. There are no unexplored sections in which hardwood timber is cheap and abundant. Every block of hardwood stumpage in the country is known of and is being considered as an investment. Most of the hardwood stumpage is already in the hands of the men who will convert it into lumber and put it on the market. Men who know its value and are in the business with their eyes open and with a thorough understanding of the situation.

The weather conditions are an important factor in the production of southern hardwoods, and those conditions throughout the entire spring season and even up to the present time, could scarcely have been more unfavorable to increasing the stock on hand for hardwood producers.

The South, in the Delta country, has been overflowed the greater part of the spring, and now the floods which desolated Kansas City and gave St. Louis the highest water she has had in a good many years are pressing upon the levees in the lower valley of the Mississippi, and while they are not so threatening as those of earlier in the season, they will keep the banks full and prevent the back water from running off the flooded districts.

Throughout the more northern oak producing states the weather conditions have been almost equally unfavorable. There has been but little time since last fall when the roads throughout Indiana, Ohio and Illinois have been in good condition for hauling. And now that they are in fair condition the farmers are so behind with their work that they don't dare to leave their fields.

As the season advances there is every indication that when navigation closes the docks and yards of the north will be swept practically clear of maple, birch, beech, elm and basswood, and that the yard at a railroad center having a good stock of northern hardwood this winter will have no trouble disposing of it at prices as good as those of last winter.

We consider the price situation in the hardwood field as very strong.

THE MATTER OF EDUCATION

There is a large problem which is being presented, having education for a young man. And they had to find the money sufficient to send him through a university, and the money to send a young ladies' seminary.

Need any people were so situated as to be able to spare that amount of money for those who were, as above stated, it was but little choice as to how the money would be spent. There was but one kind of an education for a young man—the straight college course, where he was well grounded in mathematics, physics and the dead languages. When he got his degree he was supposed to be very learned and he entered upon a reasonably well assured career as a lawyer, teacher or physician. He was always looked up to and treated with much consideration because of his supposed learning, and his entire circle of relatives to the remotest cousins spoke proudly of their relative who was a "college graduate."

In the matter of educating a daughter there was still less choice than in the matter of educating a son. If one wished to carry the education of his daughter to a higher point than that attained by the public common schools there was but one thing to do—to send her to a "young ladies' seminary," where she was taught to do things polite and decorative, a bit of painting, music, dancing, etc., so that she might become a fit mate for the "college graduate."

And after such a training the young woman would return to her simple home with an accent and pronunciation, a manner of wearing her clothes and dressing her hair out of all harmony with her surroundings. She was, by her accomplishments and fancied condition, set apart in her community, and the little things she painted, the unusual manner in which she walked and talked, and the fact that she would cross her hands and keep right on playing on the old piano were sources for wonder and envious admiration. She was one of the show pieces of the town, and if a stranger from Boston or some other "burin parts" came, he was always, on some pretext or other, taken around to be entertained by the young lady who was "finished." She was, however, usually considered too good for human nature's daily food, and usually died an old maid. For while the eligible young men gawked and admired, when it came to choosing a wife they usually selected a girl who could cook a good meal and was guaranteed to get a family washing on the line by 9 p. m.

But that is all changed now. To the parents having a son or daughter to educate the question is not as to whether it is advisable to send them to "college" or some school beyond the public schools, for that is now almost recognized as a neces-

sity. Now, too, the matter of raising funds for the education of the young man or woman is no longer the new prosperity which has come to our country and because of the immenseable benefactions of our millionaires. Thorough education is in the reach of every young man or woman in the country. And you can scarcely throw a stone into any chance crowd without hitting a graduate of some advanced institution of learning, who has the right to add letters of various kinds to his name.

The embarrassment of the parents of today is not to what kind of an education they will choose for their children. The old fashioned college course for the young man is still available in a modified form, but is not considered an end as in former years, but merely as a beginning. You can today advertise in a Chicago paper and get any number of college graduates to do anything from shoveling coal on up. The only question regarding the straight college course nowadays is as to whether it is probable for the young man to spend the time necessary to take it preparatory to the work of taking a course in engineering, mining, forestry, or some other practical direction.

It is the fashion among certain of the old-time mechanics to bewail the fact that while they, in learning their trade, spent an apprenticeship of three years, the young men of today expect to learn a trade in six months. That complaint may have been justified in the recent past, but it is justified no longer. There was never a time when the training of young men for mechanical trades was so thorough as today. Some men have their sons spend four years in college merely as a preparation to a technical education.

Under the old system if a young man wished to become an engineer he began as fireman. No attempt was made to teach him anything more than to turn certain cocks or set certain levers to start his engine or stop it; and often when the engineer was of a surly or jealous disposition, no attempt was made even to do that. But after several years of shoveling coal the young man was supposed to have absorbed enough knowledge to become an engineer—that is, to run an engine.

Nowadays if a young man wishes to become an engineer the first matter for him to decide is as to whether he wishes to be a mechanical, electrical, mining or some other kind of an engineer. If he decides that he wishes to become a mechanical engineer he has a course of schooling before him of eight years from a public school and about five years from a college course. And when he gets his "sheepskin" and three or four years of practical training he is an engineer indeed. Not only does he know which cocks to turn to make the wheels go round, but he is a thorough master of all the mysteries of the power which makes the wheels pe-

volve, and can, if need be, make the wheels themselves. Not only can he "run" the engine, not only can he take it apart and put it together, but he can, if need be, build a new one. For before he can graduate from a first-class technical school he must be a draughtsman, a pattern maker, a molder and a machinist before he is entitled to write the letters "M. E.," which stand for "mechanical engineer," after his name.

And more than this—he must also pass an examination in physics, mathematics, history, literature and modern languages that would have crumpled up the old-time college graduate like anything. He is not only a thorough mechanic but an educated gentleman, and after a few years of practical experience he stands forth, albeit in overalls and with a smudge of black on his nose, a man and mechanic beside whom the seedy, half-starved lawyers and doctors look like thirty cents.

Such changes and progress have been wrought in the mere matter of "learning a trade;" and in all other avenues of endeavor an equal change has been wrought and an equal progress made in the matter of fitting the young man for his work. But great as has been the progress made in the matter of educating the young man, that made in the matter of educating the young woman has been greater.

The "young ladies' seminary," with its queer, pitiful product, is no more. Nearly 30 young ladies graduated from Armour's Institute in Chicago as mechanical engineers this spring, and every avenue of endeavor is open to them and is being crowded by them. We believe the craze of women to enter man's field has, however, reached its limit. The modern methods of education are giving her plenty of occupation in her old-fashioned sphere, the home. Some of the large technical schools have established a course in "domestic engineering." This course relates entirely to the science of managing and conducting a home—cooking, sewing, hygiene, care of children and of the sick, etc.—everything reduced to an absolute science. This course occupies about the same amount of time for a young woman that the mechanical engineering does the young man, from five to eight years, with the same accompaniment of general education along the lines of literature, history, etc., only of a lighter kind. And when she is "finished" and qualified to write "D. E." after her name she stands forth in noble proportion as compared to the "finished" product of the old-time "young ladies' seminary."

The plant of the Big Tree Lumber Company, formerly the Devereaux Lumber Company, at Charleston, W. Va., was burned June 12. Four large dry kilns and over 75,000 feet of lumber were destroyed. The loss is estimated at \$15,000, partly covered by insurance.

THE COLOR OF CÆSAR'S EYES.

You may object that the color of Cæsar's eyes has nothing to do with the hardwood lumber business, and that such a discussion has no place in a lumber trade paper; but the color of Cæsar's eyes has to do with human nature and human nature has much to do with the hardwood lumber business.

The subject was suggested by a discussion which has been carried on in one of the Chicago dailies. The editor of the paper, who is evidently a grey-eyed man, stated in an editorial that Cæsar's eyes were grey. A reader disputed the point in a communication and quoted from some eminent historian to the effect that the great "Schoolmaster of Mankind" was a dark-eyed man. The editor replied to him, citing authorities in support of his position. Then, admitting that all statements in this connection were more or less unreliable, he claimed that Cæsar must have been a grey-eyed man because most of the eminently successful men of recent times, men of the color of whose eyes there could be no dispute, have been grey-eyed men. Therefore Cæsar, being an eminently successful man, must have been a grey-eyed man.

But we do not see that anything of that kind follows. In the time recent enough that we have an accurate knowledge of the color of the eyes of our great men, the Germanic race has dominated the world; and all the people of the Germanic race have blue or grey eyes. In this country to-day probably nine out of ten of the men you meet are people of light colored eyes. Whatever the proportion is, it will be found to bear direct relation to the ratio of the Germanic and Celtic people to the entire population. The English, Scotch, Irish, German and Scandinavian people are the ones which have, in the main, settled this country. They were grey-eyed people and their descendants are grey-eyed. The black or brown eyes among the Americans were grafted on the race through the slight admixture of Spanish, French and Italian blood, which comes from the ancient Romans, who were a dark-eyed people.

In ancient times, a dark-eyed race, the Romans, dominated the world and furnished the world its great men, who were presumably dark-eyed men. If Cæsar was a light-eyed Roman, he was a freak.

In modern times the Germanic people dominate the world, and it is but natural that the great men they furnish should be grey-eyed men.

The great men of modern times are not great because their eyes are grey. They are great because they are the strongest among the dominant people, which is a grey-eyed people. We might as well claim that the mechanics of ancient Rome were grey-eyed because our mechanics are mostly grey-eyed. So are our grocers, our farmers and our bankers, for we are a grey-eyed people.

Another point against the sweeping claim of the editor that Cæsar's eyes were grey because the eyes of most successful men are grey, is the fact that the Jews, a race which has outlived the Romans and bids fair to outlive the Germans, a race conceded to be in many respects the strongest race the world has yet produced, is a dark-eyed race.

In fact, we don't believe the color of the eyes has anything to do with a man's success or non-success, and we write this lest some dark-eyed man, feeling the color of his eyes a fatal handicap, might go dump himself in the lake.

ST. LOUIS AND THE FLOODS.

The St. Louis hardwood people are attempting to resume business, but it is stated by nearly all of the local operators that the effects of the flood have not yet passed off and that they are seriously handicapped. Since the water has receded it is learned that the damage done to St. Louis yards is very immaterial, although much cleaning up is necessary because of the large amount of sediment deposited. The damage to lumber is not serious, except on the lower tiers of the piles, as nearly all of the hardwood yards are on higher ground than are the cypress and retail yards. The chief difficulty at the present time is in the shipping facilities, the railroads thus far being unable to untangle the glut of traffic which accumulated on both sides of the river during the period of inactivity. Several thousand cars which went through the flood on both sides of the river are temporarily out of business because of damaged journals, and it will undoubtedly be some weeks before normal traffic prevails. The bridges and ferries are now open to business and are being pushed to their capacity, so that efforts are being made to straighten out the tangle at the earliest possible date. The hardwood yards report that a few empties are being placed upon their tracks and that these are being loaded, although they do not believe that many of these cars are yet crossing the river.

Other conditions are entirely satisfactory from a St. Louis point of view, and it is believed by the St. Louis people that the flood will be beneficial rather than otherwise, in that the many mills situated in the lowland portions of the southern country back of the broken levees will be again inundated and that the production will thus be held to a low basis during at least another sixty days. It is not regarded as possible by the St. Louis people for the production of southern hardwood lumber to reach normal proportions before fall, and it is believed that the natural increase of trade at that time will more than take care of the increased output of the mills. Those who began to hesitate in their buying departments because of the continued high prices have had their ideas materially strengthened and are now as bullish in

price beliefs, as they were several months ago. Many had set August 1 as the date when the decline in prices should begin, but none of them now think that there will be any material decline during the rest of the year. Orders are plentiful from nearly all sources, although there is the normal and reasonable decrease in business because of the advent of summer. This decrease, however, has not placed things on a basis where the demand can be easily taken care of, so that all cause for worry is eliminated.

The belief of the St. Louis people in the future of plain oak has resulted in rather heavy purchases during the past several weeks, and so far as green stock is concerned, St. Louis is now fairly well fixed. It is argued that plain oak has shown less advance than any other hardwood commodity; that the price of quartered oak will have the effect of increasing the production of quartered to the neglect of plain oak and that this cannot be other than beneficial to the latter. This belief is backed up by actual purchases, and, as stated, stocks are improving. It is almost impossible to make satisfactory purchases of quartered oak and the result is that local stocks of it are very low and show no tendency to improve. Thick plain oak is also wanted in unlimited quantities and is difficult to procure at first hands. Prices on all oak commodities are high and show no downward tendency.

All of the other woods handled in this market show great strength and are fully as strong as at last report. The production of gum is increasing, but the prices which have prevailed during the past thirty days are still the market and probably will be for some time to come. Cottonwood and cypress receipts promise to be heavier a little later in the season, but this will not in the least affect the markets.

EAST ST. LOUIS WALNUT COMPANY IS ALL RIGHT.

We have been asked a half dozen times or more within the last two weeks if the flood raging down St. Louis way had damaged the East St. Louis Walnut Company to any extent. Here is the answer: Hardwood Record, Chicago:

The high water did not reach us; we were three feet above the highest register and are running as usual. When we located our plant we sought ground that was said to be above the high-water mark of '44, and are to be congratulated that we did. LANE.

DISSOLUTION NOTICE.

Notice is hereby given that the copartnership heretofore existing between the undersigned, and doing business as M. E. Stockwell & Co., is this day dissolved by mutual consent.

MILLARD E. STOCKWELL.
S. WALLACE M'KEE.

Dated June 1, 1903.

THE NEW PRESIDENT OF THE CINCINNATI LUMBERMEN'S CLUB.

As long as a man goes about quietly buying wood, as the saying goes, he is not apt to be molested, but the minute he acquires or is forced into an office he is bound to become a victim of printers' ink. Mr. Chester F. Korn, the subject of this sketch, had no thought of becoming a target when he was elected president of the Cincinnati Lumbermen's Club at their annual meeting in May, and was wholly unprepared for the onslaught of the lumber press. But they all wanted to show him up, and the Record is bad as the worst of them in this respect.

If anyone familiar with the trade were asked to name some of the leading firms doing business in southern hardwoods, he would have the Farrin-Korn Lumber Company up somewhere near the top of the list, and they have attained that position in



CHESTER F. KORN.

less than five years' time mainly through the efforts of Mr. Korn himself. And that is no small job in the face of the competition they first met in yellow pine and in cottonwood, gum and cypress, which they added to their line later on.

To the general reading lumber public the above is about all that is necessary to say about Mr. Korn. He has achieved commercial success and in doing so has not sacrificed the standing of the firm in any respect. We wish, however, to pay our respects to Mr. Korn personally, but before leaving this part of the subject it would be well to add that the firm are doing a large manufacturing business at Cincinnati where their principal offices are located, and operate yards both at Cincinnati and Cairo, Ill. Their manufacturing plant is one of the finest and best equipped of the larger plants in the country. As Mr. Korn says, they are "lumber specialists," which means that they are prepared to fill diffi-

cult orders in the kinds of lumber they handle.

Mr. Korn is personally well known and liked both in and out of the trade. He has been an active worker in trade organizations and given generously of his time and attention to the betterment of conditions surrounding the lumber business. He has contributed much to the success of the Cincinnati Lumbermen's Club, and it was a fitting honor, as well as a deserved one, in making him presiding officer of that organization. He is also well known as a "good member" in many different commercial, social and secret organizations.

All this portends a busy life, but there are some men who have a big capacity and one of them is Chester F. Korn.

MORE WEDDING BELLS.

We acknowledge the receipt of an invitation to attend the wedding of Mr. Llewellyn B. Lesh to Miss Florence Gaston of Chicago on June 18, I believe. You see, I haven't got the invitation before me, having taken it home to show to my wife, so I could have an opportunity to brag about what a fine fellow Lou is, and express my satisfaction that some lucky woman has finally landed him in the matrimonial net.

For you see that when you know the facts the imposing-looking name, "Llewellyn B. Lesh," resolves itself into "Lou Lesh," the name of one of the kindest and best liked of the young hardwood lumbermen of the country.

The day when a man gets married is a great day in his life. He is born again, as it were, and from thenceforth life holds a new aspect for him. Lou is too good a man to have been wandering about among the goats so long in an unregenerate state, and his friends among the lumbermen will unite in thanking the young lady that took pity on him and took charge of him.

I should like to tell her what we all think of Lou, but it is considered bad form to say such things of a man except in his obituary. So his wife will have to wait. We all want Lou to have anything he wants, for whatever it is he is worthy of it, and we have all, at all times, stood ready to help him get it. In this matter, however, he did not consult us or ask our assistance, so we can claim no credit. But if the hearty good wishes of a host of friends have any power to bring a man and his wife good luck and prosperity and happiness, Mr. and Mrs. Llewellyn B. Lesh will have smooth and pleasant sailing—as smooth and pleasant as ever any couple had.

And now all eyes are on Billy Smith and George Johnson.

D. B. K. Van Raalte, Holland, Mich., a prominent hardwood lumberman in that section of the state, was elected commander of the Michigan Grand Army of the Republic at its annual encampment at Muskegon last week.

The Man About Town.

BY C. D. STRODE.

A GENTLE LUNATIC.

If you are naturally a fisherman you will understand the following little incident and sympathize with the gentleman who, through an ungovernable appetite for fishing, got into trouble.

As for myself I look upon the matter from the outside. I am free from the appetite for catching fish which has gripped so many men, and on that account feel competent to relate the incident with fairness to the fisherman, the policeman and all concerned.

I have never cared much for fishing. I have never sought to avoid the company of those who fish, mingling with them freely at all times and endeavoring to show in my manner that in spite of their unnatural appetite I have confidence in them and sympathize with them—for when a man gets this love of fishing in its most violent form he is, to my notion, not responsible for his actions. He is, as I believe, afflicted with a mild and generally harmless form of insanity.

There are but few minds that are thoroughly sane and well balanced on all points. Nearly everybody is a trifle nutty on one subject or another, and I have observed that men with an inordinate desire to catch fish are, generally speaking, apparently sound and reasonable on all other subjects. Often they are men whom you would not hesitate to take home with you and introduce to your family.

There are men among them whom I would trust with a million dollars if I had it and whose word in all else is as good as any man's bond, but who, when it comes to matters pertaining to fishing, are as weak and unstable as water. I wouldn't believe their fish stories on oath.

I used to consider that this love of piscatorial pursuits was a pretense, a subterfuge to avoid work, but I know now that it is something deeper and darker than that. It grips its victims like the love of strong drink and the more the appetite is fed the more insatiable it becomes.

The man who really goes a-fishing to avoid work is not a real fisherman. I do that occasionally myself. But the real fisherman will work harder at fishing than anything else you can put him at. I can't account for a man standing in water all day, or rowing about in a boat in the hot sun and blistering his nose and his neck trying to catch fifty cents' worth of fish, when he might as well be lying on the bank in the shade, reading or sleeping, on any other grounds than that he is slightly "touched."

It isn't the value of the fish, you understand, for money is no object when the victim sees an opportunity to gratify his

bellicose appetite for catching fish. He will spend \$25 railroad fare and hire a man by the day to row him about to secluded places where he can indulge himself. It isn't the taste of the fish when prepared for eating, for he can go into a restaurant in Chicago and get more fish than he can eat, better cooked and better served than he can cook or serve it, for six bits or less. In fact, I don't know what it is except lunacy of a mild type.

Why, I've seen men whom I know have gone through times of stress, when the work of their whole lifetime was at stake, when fortunes were toppling and crashing all about them, without losing their nerve, without turning a hair or even looking worried, go absolutely "daffy" when a little two-pound fish got away from them.

I am going into all this explanation because I've got to account for a reputable citizen of Chicago, a man of wealth and position, violating the laws, being arrested and landed in a police station, and cannot find any excuse for him except that he was not responsible.

I heard of his escapade in a roundabout way and went to him about it. At first he tried to bluff his way through, but finally he weakened and told me all. I took advantage of the occasion to attempt to impress upon him the disgrace his uncontrolled appetite was bringing upon him and to brace him up to resist it; but, do you know that his mental attitude was such that he seemed only to regret being caught? And already his mind was full of schemes to circumvent the law and go ahead.

* * *

To begin with, he sought to excuse himself by explaining that it is his custom to slip away for a week in the early summer or late spring to some quiet and secluded spot and indulge his passion for fishing to satiety. He has indulged himself in this way until this week's fishing is almost absolutely necessary to his existence. He stands it all right during the winter, he says, and rarely thinks of fishing, but when the ground gets warm in the spring and the angle worms crawl up into the sun the yearning becomes almost irresistible. In his office during business hours, at home in the bosom of his family, and even in church while the gospel is being preached to him, the poor man says he hears voices calling him, and he sees the streams, released from the ice-locked embrace of winter, alive with sportive, hungry fish, darting hither and thither, even leaping from the water and daring him to combat.

But this spring circumstances were such that he couldn't get away. We won't go into the details. Let it suffice to say that

they were strenuous circumstances which made his going impossible. And all spring his appetite gnawed at him.

But he might have pulled through only that he lived by a park where there is a lagoon well stocked with various kinds of fish. It is against the law to fish in the lagoon at this season and the fish seem to know it. In fact, the man told me positively that they do know it and that they act in a way to tantalize and aggravate the helpless fisherman who happens to come near them.

That is a peculiarity of the peculiar form of mental aberration which affects fishermen—they believe that the fish take a certain personal interest in the matter, the same as the man does; that it is a game of skill, an open contest, the fish trying to get the bait off the hook and otherwise tantalize the man without being caught. This is absurd, of course, to a sane man, but all thorough fishermen believe it.

Anyhow, this man was walking out in the park early one morning when he came upon a little rustic bridge and stood looking down into the water. He gives me his word that he hadn't thought of fishing all that morning until he looked down into the water and saw the fish darting around beneath him, and, as he said, acting in an insulting and outrageous manner, frolicking about and leaping out of the water, when they knew that he was powerless to defend himself on account of the law against fishing.

While he was so standing, another man came and stood near and also looked into the water. They stood thus side by side for several seconds; then, both looking up at once, they caught each other's gaze. Each saw the insane glitter in the eyes of the other and each knew the other as a fellow madman.

Then the stranger slowly winked his left eye, reached his hand into a capacious coat pocket and produced a roll of fishing twine, with hook and lead attached. From another pocket he produced a small tin can or box with a screwed on top and little air holes punched in the sides. Opening the can he extracted an angle worm and dextrously baited the hook. Then, looking carefully around, he winked slowly again and slyly dropped the hook into the water. Within five minutes he had caught three fair-sized fish, had stowed them in his pockets and was strolling carelessly away.

Then my friend fell. The very next morning he was in the park, equipped as the other man had been, and every morning thereafter until his arrest he was out fishing on the forbidden territory.

Now it isn't necessary to tell the fishermen among my readers that my friend

was a little better than the one I had. The fish were small but I was not sure they were any more valuable than the much larger fish I had. My friend said I have caught a lot of fish that I have put on a line without producing any noticeable effect on his fish. I have to say a number of U. S. Fisheries officers and a couple of hundred thousands invested in furniture manufacturing. It is not the value of the fish, and I don't know anything about fancy that would tempt a stand and respectable citizen, but there, I'll hasten on to the finale and you may judge for yourself.

Of course fishing in the lagoon was risky and could only be indulged in early of a morning when the park was comparatively deserted, and by keeping a sharp lookout for the park police. Twice he was chased by officers, but managed to get away.

It is curious, too, the effect which his lawless practices had upon his mental attitude toward the law and its representatives. He grew to consider the police his natural enemies.

After he had been chased by the police he took to going out on his bicycle. He would ride around until he came to an available spot, dismount from his wheel and reel in on the bank of the lagoon, as though resting. Then he would fish slyly and fill his pockets, until he saw someone approaching, when he would mount his wheel and ride away.

The police got "onto" his little peculiarity, however, but hesitated to arrest him without they could catch him red-handed, because of his being a wealthy and prominent citizen. But they watched him so closely that he concluded to try a new field.

A couple of miles from where he lived was another park, another lagoon, and, supposedly, another and unsuspecting force of policemen. So one morning he arose, as was his custom, at 4:30, donned his fishing coat, which is all one big pocket, and rode away for the other park.

It happened, however, that only a few days previously a policeman had been transferred from the first park to the second, and he saw my friend enter the park on his wheel. He did not attempt to follow and catch him, but waited about until he saw him returning. Then he hid behind a blue bush by the roadway, and when my friend came wheeling leisurely along, unsuspecting nothing, he sprang before him, straddled his front wheel, and my friend, the bicycle and the policeman all came to the ground together. As quickly as they could, my friend and the policeman disentangled themselves, and arose. Both are big, powerful men, both are German and both were very angry.

"You big oamed!" shouted the policeman in German.

"You sheephead!" shouted my friend, and he was so threatening in his attitude that the policeman blew a whistle and

called two brother officers to his assistance. Between them they escorted him to a patrol box, called a wagon and had you favorably situated you might have seen on that nothing one of Chicago's well-known consumers of hardwood lumber, taking a ride in "the wagon" to an accompanying of German profanity.

He was fined \$5 and costs, which he paid, and his fishing tackle and fish were confiscated.

"I don't care," he said, in conclusion. "Those dunderhead policeman don't know it all yet. I got me some new schemes."

And, in spite of all I said to him, I'm least I don't believe he is at it again!

Now if you can account for a stand and respectable citizen doing such tricks on any other grounds than a mild form of lunacy, I'd like to know what they are.

But the funny part of it is that probably nine fishermen out of ten will justify his conduct and would, under the same conditions, act in the same lawless manner.

AN EXTRAORDINARY PAIR OF TROUSERS.

Since being elected secretary of the National Hardwood Lumber Association I have purchased a new pair of trousers, feeling that it is due the new position that I present as respectable an appearance as possible.

I gave the matter considerable thought before making the purchase. I flatter myself that I proceeded in a thoroughly logical manner and that I am not to blame that the "results" are out of the ordinary.

I first made up my mind that it was necessary that I should make the addition to my wardrobe. It did not take me long to do this. Viewed in the light of my new position the old trousers would not do at all. I will not enter into particulars as to why they would not do. Let it suffice at this time to state that they would not do.

Once my mind was made up that they would not do the matter of buying a new pair became vital. Having my mind firmly made up to act and at once, the next question was as to what kind of trousers I should buy.

Pride, or rather vanity, suggested that I go to a tailor and buy a really handsome garment, something that would be not only useful but ornamental. I talked myself out of that, however. I do not want my old friends, who were my friends when I was only a private citizen, to get the impression that I am growing proud or endeavoring to erect a barrier between us, and I feared that a flamboyant pair of trousers might deter them from approaching me in the free and friendly manner of old times, which are so dear to me. Then, too, such a pair of trousers would make my coat and vest look shabby, and it is a good coat and vest, showing surely any wear at all, and although a trifle heavy for summer wear, I can make

them do by going without a vest in very warm weather. So I abandoned the idea of an expensive tailor-made garment, although I did it regretfully, for I have always had it in my mind to fit myself out someone or another without regard for anything but adornment.

Then I thought of pursuing my usual custom when a pair of trousers become necessary, of going to some reliable clothier and selecting a garment which would answer all purposes at a cost of \$7 or \$8. Finally, after considering all the interests involved, I purchased a ready-made garment, which cost me \$6, and I want to tell you about it.

I find myself embarrassed as to whether I shall use the singular or plural pronoun in speaking of "it" or "them," but never mind that now.

They are of some hard, smooth finished goods, with small alternating stripes of black and gray, with just a little dash of purple. I bought them because they are neat and modest looking, and guaranteed to be all wool. And yet they are a very extraordinary pair of trousers, with peculiarities for which I cannot account and which justify me in taking the matter up in this public manner.

When I stand they apparently fit me very well, except that they are a trifle long, which I do not object to, for the fact that for some unaccountable reason my trousers have, heretofore, almost invariably been too short. It is only when I sit down that these new trousers show that they are different.

In spite of the fact that they are a trifle long when I am standing, when I sit and stretch my legs a trifle to relieve the tension of the cloth, the bottoms of the trousers are half way to my knees. It is the most peculiar thing I ever saw, where that extra length goes. I have sat down slowly, keeping a sharp eye on the trousers, in an endeavor to see what becomes of that six inches of trousers leg, but I can't solve the problem. Blessed if it doesn't beat me.

Another peculiarity of these extraordinary trousers is that while they fit me very smoothly about the waist and hips when I am standing, when I am seated I have a whole lapful of surplus goods. Where that cloth comes from is a mystery.

I have experimented in this matter, too. When I stand everything is smooth and comparatively snug, but the instant I begin to assume a sitting posture that surplus cloth begins to accumulate, and by the time I am comfortably seated, it seems that nearly one-fourth of the goods used in the construction of the trousers is lying loosely in my lap. I have examined the texture of this loose cloth and find it the same in every particular as the other portions of the trousers, but where it comes from is a mystery.

Had I lived in the olden times and had such an experience, I should probably have considered the trousers bewitched. In this

enlightened age, however, we know there is nothing in that, and that there is a scientific explanation as to what becomes of the six inches of trousers legs and whence the accumulation of surplus cloth in the lap comes. I believe there is the same amount of goods in the trousers all the time, and that somehow the extra length of leg is transformed into loose cloth in the lap. But how it is done is something I can't understand.

WANTED—A NAME.

I am pleased to announce to the readers of the Hardwood Record that Mr. Kimball the publisher, has a son and heir. I know that the readers of this paper will be pleased to learn of this, because they now have the assurance that when, in the fullness of time, Kimball is gathered to his reward, there will be someone to continue the great and good work of publishing the Hardwood Record.

It is a lusty boy, and Kimball was inclined to be "chesty" until the nurse told him the baby looked like its father. That took the tuck out of him for a while, but I told him not to mind, that all babies are homely that way when very young, and that the chances are the boy will grow out of it.

Really he is a fine boy, a mighty fine boy, but we are having some trouble selecting a name for him. Kimball is inclined to name him "George," after George Washington, and I favor calling him "Henry," after the hen in the "Hidden Culls."

When we get through discussing the matter, the boy's mother will probably take the matter in charge and give him some good, reliable name. In the meantime, however, Carl has authorized me to offer a year's subscription to the one sending in the best name. We want a good, all-around name that will not be too weighty for a boy and yet have dignity enough not to disgrace him when he grows to be a great man.

A PECULIAR ACCIDENT.

One of W. O. King & Co.'s heavy teams met with a peculiar accident a short time ago, which resulted in the death of one of King's fine draft horses.

The wagon was loaded with such a load as a big pair of horses can move easily, but in turning up an unpaved alley, where the lumber was to be delivered, there was a drop of a few inches from the pavement. The wagon was "cramped" to make the turn, and as the front wheels dropped from the pavement the "reach" broke and the entire load slipped forward over the bolster and crushed one of the horses to the earth, breaking its back.

John C. Leijenaar has recently started in business at New Orleans, La., as exporter of lumber and logs, with offices at 514 Maheco building.

From Near and Far.

CHICAGO COMMENT.

The Fink-Heidler Company have removed their lumber yard from the old location at Blue Island avenue and Robey street to Ashland avenue, just south of 22d street, where they will have larger quarters and dock frontage.

Frank W. Vetter passed through Chicago on his way from Buffalo to Empire, Ark. Vetter threatens to drop us from his list if we say any more than this.

E. M. Hackett, the colonel, formerly of Livermore, Ky., but now holding down a job with the A. S. Graham Lumber Company of Port Arthur, Texas, spent a few days in Chicago last week visiting old friends in the trade.

The Hamilton Lumber Company is the name of a lumber institution newly organized to handle yellow pine lumber. The firm is composed of Messrs. P. M., A. W., and J. H. Joice, and offices are in the National Life building at 159 LaSalle street.

Geo. M. Smith, manager of the hardwood plant at Dickson, Tenn., of W. B. Earthman & Co., was in Chicago this week visiting the trade and was a welcome caller at the Record office. W. B. Earthman & Co. is a long established and well-known southern lumber firm. They have been operating in and around Nashville and Murfreesboro, Tenn., for the past twenty years and are largely known as manufacturers of cedar. The Dickson plant, however, was established some two years ago, and is turning out only the hardwoods, largely oak and poplar. Mr. Smith has been identified with the firm's interests for eighteen years continuously.

W. P. Bolton, a familiar figure in the hardwood lumber trade, and at present engaged as southern buyer for A. J. Vinmedge & Co., of this city, was around town a few days ago extending the right hand.

Nearly everybody, and that means those that know Max Sondheimer, will be glad to learn that he has successfully passed through an operation and will be on deck again in about two weeks. Mr. Glauber, another member of the firm of E. Sondheimer Company, had got as far as New York city on his way to Europe when Max was stricken and returned to await his recovery. He will get under way again some time next month.

John O'Brien, who has been identified with the white pine trade of Chicago and the Northwest for a number of years, has finally entered the hardwood ranks, a step that has been contemplated for some months. He has just purchased the plant

and holdings of the Delta Coopersage Company at Philipp, Miss., comprising a big band mill and several thousand acres of timber land, together with a logging road eight miles long and full equipment. The timber consists of oak, ash, hickory and gum. Operations will begin at once.

O. E. Yeager, who "got off at Buffalo" a good many years ago and has prospered in the hardwood lumber business, was in the city one day this week and paid the Record office a brief but welcome visit. He was accompanied by Mr. Shuttleworth.

We have word from Mr. C. H. Stanton of Buffalo, N. Y., surveyor general of the National Hardwood Lumber Association, to the effect that during the month of May he issued bonded certificates for over 10,000,000 feet of hardwoods. This is the biggest month the bureau has had, and June promises to be a better still.

Mr. M. M. Wall, of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., was in Chicago this week, and a welcome caller at the office of the Record. Mr. Wall reports that the demand holds strong and that business is good. He says his company has recently completed railway arrangements which will enable them to bring out a big block of dry hardwoods from one of their southern mills. This stock will aggregate 5,000,000 in finely manufactured and well-seasoned quartered and plain white and red oak, white ash, cypress and gum, and that they would be pleased to receive inquiries for such stock. They also have in pile in Michigan a block of over a million feet of dry hard maple in thickness ranging from 1 1/4 inches to 4 inches, which is so located as to be available for delivery anywhere around the lakes.

Mr. S. E. Curdy of Kingsley, Mich., called on the Record since our last issue, and the Record was glad to see him. Mr. Curdy was one of the earliest subscribers to the Record and has been a constant reader of its pages almost since its first issue. Those who know Mr. Curdy will forgive us a little pride occasioned by our success in producing from week to week that which claims the attention and meets the approval of men of his character and attainments.

Mr. Curdy was accompanied on his call by his second son, a clean cut, good looking young man, now in his second year at the Chicago University, whence the first son has already graduated and is now in the office of the auditor of the university.

For nineteen years Mr. Curdy has been operating as a manufacturer of hardwoods in the territory around Kingsley, Mich., but he is "cut out." He says he would not

ment, advanced to timberland, and that they refuse to recognize the success Union in any way.

It is reported that the employees of the mill returned and two days later they went to work again.

PHILADELPHIA POST

The Philadelphia Post reports that the lumber dealers in this city. For the two weeks this the increase in demand by the trades unions upon their employers has plunged the lumber industry into a "Scaraby" Scarcity as one trader admitted when another strike took up on the horizon to administer another setback to the lumber business.

The strike of the carpenters, which was inaugurated on May 1, has been temporarily settled and the men have been obliged to return to work under the same conditions that existed before the strike was declared. The carpenters demanded an increase from forty to fifty cents an hour. This demand was repeatedly refused by both the Master Carpenters' Company and the independent employers. After more than a month of idleness, in which many valuable and pressing building operations were tied up, the independent bosses compromised at forty five cents an hour. Many carpenters returned to work at this figure on June 10. Several attempts were made to secure a similar concession from the Master Carpenters, but they declined all overtures. The strikers were obliged to return to work on all jobs on June 12 at forty cents an hour, after securing nothing more than a promise from the Master Carpenters to discuss their grievances.

At the June meeting of the Lumbermen's Exchange it was decided to appropriate \$1,500 for an exhibition of the native woods of Pennsylvania at the St. Louis Exposition. The committee in charge of the exhibit is as follows: President Samuel R. Arceman, E. H. Coape, A. J. Cadwalader, P. Elmer Wentzel and Charles M. Betts.

In addition to the carpenters' strike the lumber trade has been seriously affected by strikes among the longshoremen lumber handlers and the marine engineers. Although the former strike lasted but three days, shipping was almost brought to a standstill. Three hundred men along the Delaware river front struck on June 15 for a twenty per cent increase in wages. The employers determined to resist the demand of the men. A meeting of the Boss Stevedores, the Vessel Owners' and Captains' Association and the Lumbermen's Exchange was held the day the strike was declared and the following was unanimously adopted:

"It is the decision of the representatives of these interests that they refuse to pay

any of the marine engineers' demands which have been in progress since June 1. The river traffic considerably. The incoming and outgoing vessels have encountered great difficulty in securing tug assistance on account of the strike. The engineers are demanding \$80 a month pay and a reduction to twelve hours a day. The Stevedores Owners' Association declares that it will make no concessions to the union.

The Pennsylvania Lumber and Supply Company, including twenty six firms in the western part of the state, was organized June 12 at a meeting of the officials of the various companies in Pittsburg. The stock of the new company has almost been subscribed to the limit of what the individual companies are to receive for their businesses. The officers of the company were elected as follows: President, J. C. Walton, of the Fayette Lumber Company, Connellsville; vice-president, William Forger, of Washington, Pa.; secretary, J. W. Wallace, of Dunbar & Wallace, Washington, Pa.; treasurer, A. A. Walton, of the Walton Lumber Company, Charleroi; directors, Samuel Jones, Bellevernon; J. C. Munson, Connellsville; S. M. Graham, Uniontown; Charles Eggers, Monessen; C. F. Myers, Bridgeville; A. A. Walton, Charleroi; Charles Potter, Donora; Edward Langhorn, Elizabeth; John Husband, Mt. Pleasant; J. E. Eicher, Scottsdale; J. W. Wallace, Washington; William Fergie, Washington; A. J. Stewart, Washington; Frank Gardner, Washington; George M. Hoesack, Pittsburg; John W. Boileau, Pittsburg.

The Pennsylvania Lumbermen's Protective Association will hold its semi-annual meeting in Williamsport on July 9.

A meeting of the creditors of John Strong & Co. was held on June 11. No statement has yet been made public of the financial embarrassments of the company. A committee has been appointed to investigate the company's affairs and will make a report at the meeting of the creditors to be held on June 25.

About 600 employees of the mills at Ashland, Ky., and Ironton, O., went on strike June 12 to secure recognition of the union. An effort was made to tie up all the mills between the Big Sandy river and Ironton.

Ellwood Allen, one of the oldest and best widely known lumbermen of this city, died at his home recently, at 3932 Penn street, Frankford. He was born near Christiansa, Pa., seventy seven years ago and began life as a lumber raftsman

on the Ohio river. He was about fifty years old at the time of his death, and, up to the time of his death, conducted an extensive plant in the northwest section of the city. He was a member of the Lumbermen's Exchange.

The mill owned by G. E. Whitmore, near Trout Run, was destroyed by fire on June 2. More than 100,000 feet of hardwood lumber was consumed. The mill will be rebuilt.

Ernest E. Rumberger, of the Rumberger Lumber Company, has returned from a trip through the South, where he made extensive hardwood purchases.

E. Henry Smith, a well known lumber merchant of York, was married to Miss Nelly Cecelia Baer, daughter of President Baer of the Reading Railroad on June 6 at Reading. The ceremony took place in the Second Reformed Church, followed by a reception at "Hawthorne," the Baer residence.

D. C. Roth & Co of Reading has been succeeded by the Northeast Planing Mills Company.

CINCINNATI GOSSIP.

The last monthly meeting and banquet prior to the adjournment for the summer was held by the Cincinnati Lumbermen's Club on Tuesday evening, June 9. As it is customary to hold this meeting on the hill top, the zoological garden was selected as the scene of this year's festivities. Following up the innovation inaugurated last year, the ladies were again invited, and this no doubt added to the enjoyment of the evening. President Korn made a short speech of welcome and outlined his policy for the coming term. He also announced his appointments for two committees, which will be given below. While supper was being served the Cincinnati Reed Band rendered pleasing selections. The menu also was calculated to please.

MENU

- Manhattan Cocktail.
- Little Neck Clams.
- Onions, Radishes, Salted Peanuts.
- Cream of Asparagus.
- Rhine Wine.
- Baked Spanish Mackerel, a l'italienne.
- Roman Punch.
- Boiled Spring Chicken, aux Cresson.
- New Peas, New Potatoes.
- Lettuce and Tomato Salad.
- Strawberries and Ice Cream.
- Assorted Cakes.
- Brie Cheese, Water Crackers.
- Coffee, Cigars.

Among those present were: Messrs. and Mesdames C. F. Korn, B. A. Kipp, I. M. Asher, B. Braudage, W. A. Bennett, J. Watt Graham, C. L. Barr, A. V. Fuhrman, W. S. Sterritt, E. K. Pritchett, H. L. Mickle, A. B. Edison, G. O. Worland, C. H. Fense, G. C. Ramsey, C. H. Schatzman, S. C. Matthews, G. A. Shaw, O. P. Hurd, Jr., J. B. King, J. E. Tutbill, W. J. Eckman, E. P. Ransom, C. W. Tomlinson, B. W. Lord, Misses Anna Frynouth, Mayme Henry,

Julia Bennett, Emma Kipp, Bessie Buckley, Georgia Baldwin, Irwin, Graham, Messrs. Myron Banning, E. J. Thoman, Jas. C. Cherry, A. E. Hart, G. P. Hedden, W. W. Stone, Col. A. D. McLeod, W. J. Boles, J. P. Hamilton, H. P. Wiborg, Jas. Buckley, J. A. Van Orsdel, Geo. I. Boren.

The following committees were announced by President C. F. Korn.

River and Rail—W. A. Bennett, chairman; B. A. Kipp, T. B. Stone, John P. Hanna and W. S. Sterritt.

Entertainment—C. L. Barr, chairman; W. W. Stone, J. W. Myers, C. H. Pease and F. M. Possell.

No better selection could have been made, and with such able and energetic chairmen and members the committees will certainly be heard from to the good of the trade. The other committees will be announced later, and it is predicted they will be equally as well qualified as those mentioned above.

The club decided, upon resuming their monthly meetings, after the summer vacation, to meet the first Monday of each month, instead of the second Monday as heretofore.

We will not attempt to describe the ladies' gowns, etc., except to say that they were rich and elegant and only served to heighten the beauty for which all lumbermen's wives are famous.

The following telegram was received by C. F. Korn, president Lumbermen's Club, viz.:

"Kansas City, Mo., June 14, 1903.

"The committee appointed by the lumbermen of Kansas City, Mo., have visited in person the awful wreck caused by the flood in Kansas City, Kansas. About 25,000 people are homeless. Other neighboring towns have suffered proportionately. One-half million dollars is required to relieve the situation. Outside aid urgently needed for these towns. For what amount can we draw on you? Answer.

"J. W. MERRILL,

"R. A. LONG,

"WM. HUTTIG, JR.,

"J. N. PENROD,

"I. H. TSCHUDY,

"R. A. BARR,

"HARRY A. GORUSCH,

"Committee."

The lumbermen of Cincinnati were very anxious to subscribe to the above appeal, and President Korn has wired the committee as follows:

"You may draw for \$200 through Farmers' and Traders' Bank, Covington, Ky., for relief of flood sufferers.

"C. F. KORN,

"Pres't. Cincinnati Lumbermen's Club."

There is expected to be raised an additional amount to that stated in the telegram, and we learn that approximately \$250 to \$300 is expected to be sent.

The following were the contributors:

Gage & Possell,

B. A. Kipp & Co.,

O. P. Hurd Lumber Company,

Farmers' & Traders' Bank, Covington, Ky.,

Bennett & Witte,

Wiborg, Hanna & Co.,

Nicola, Stone & Myers Co.,

Cypress Lumber Company,

T. B. Stone Lumber Company,

H. L. Mickle Lumber Company,

J. L. & N. L. Pierson,

Queen City Box Company,

Leland G. Banning,

Graham Lumber Company,

Littleford Bros.,

Farrin-Korn Lumber Company,

M. B. Farrin Lumber Company,

Cochran Lumber Company,

Maley, Thompson & Moffett,

Pease Company,

Stewart & Jackson,

A. V. Fuhrman.

As usual in all matters, Cincinnati lumbermen are always at the front. Our relief would show much larger but for the fact that some of our members have contributed direct and through other organizations.

* * *

Dr. Tarleton H. Bean, chief of the forestry exhibit of the Louisiana Purchase Exposition, was a recent visitor in Cincinnati and called on some of the members of the lumber trade.

* * *

Julius Spicker, who has charge of the export department of C. C. Mengel & Bro. Co. of Louisville, Ky., passed through this city recently. He was on his way to the East.

* * *

A welcome visitor from abroad was R. J. Kidman, who represents Churchill & Sims of 29 Clements Lane, London, E. C. He is trying to place some large orders, and will no doubt succeed before he returns home.

* * *

Mr. Creelman, of the Creelman Lumber Company of Cairo and Chicago, Ill., was also a recent visitor to the local trade.

NORTHWEST NOTES.

The well-known firm of Lennan & Lewis, which has been active in the hardwood market at Minneapolis for several years, has been dissolved. Mr. Lewis withdraws from the firm, and the business will be continued under the name of I. P. Lennan & Co. As soon as the books of the old firm are closed up Mr. Lewis will go West for a month, and it is rumored that he will engage in business on the coast.

* * *

W. H. Sill of the Minneapolis Lumber Company has returned from a trip to producing points in Wisconsin and reports dry stock very scarce.

* * *

P. H. Strickland of Barnard & Strickland, local wholesalers of hardwood and cooperage stocks, was down in Wisconsin last week picking up some stocks of oak and basswood.

* * *

C. M. Stevens, the well-known hardwood manufacturer of St. Croix Falls, Wis., was in Minneapolis visiting dealers on Wednesday of last week.

* * *

The Railroad and Warehouse Commission of Minnesota has held an investigation in the matter of lumber rates, alleg-

ing that higher rates be charged from Duluth to Minnesota points than in Wisconsin. The railroads reply that water competition governs the Wisconsin rates. A decision has not been reached.

* * *

W. C. Stanton of St. Paul, the hardwood and west coast lumber wholesaler, made a trip to the retail trade of Northern Minnesota recently.

PITTSBURG PACKET.

Retail lumber dealers in Western Pennsylvania have completed the organization of one of the largest lumber corporations in the country. It will be known as the Pennsylvania Lumber and Supply Company and will have a capital of \$3,000,000. Preliminaries were settled upon two weeks ago at a meeting held in the Park building in this city, at which representatives were present from McKeesport, Duquesne, Braddock, Donora, Monongahela, Charleroi, Monessen, Bellevernon, Uniontown, Connellsville, West Newton, Vandergrift, Mt. Pleasant, Rice's Landing, Washington and Scottsdale. This list comprises practically all the dealers along the Monongahela and Youghiogheny rivers and with the Pittsburg dealers makes a very strong organization. Twenty-six firms have already joined the combine and three more have applied for admission. The stock of the company will be equally divided, \$1,500,000 preferred and \$1,500,000 common, which will be exchanged for the plants of the firms interested. The different members have shown their faith in the organization by subscribing for the stock almost to the limit of what they are to receive for their individual business. No underwriters were interested in the deal, the different companies going in for their mutual benefit. John W. Bollean of Pittsburg was the prime mover in the project.

Following is the list of officers elected: President, J. C. Walton of the Fayette Lumber Company, Connellsville; vice-president, William Forgie, Washington, Pa.; secretary, J. W. Wallace of Dunbar & Wallace, Washington, Pa.; treasurer, A. A. Walton of the Walton Lumber Company, Charleroi; directors, Samuel Jones, Bellevernon; J. C. Munson, Connellsville; S. M. Graham, Uniontown; Charles Eggers, Monessen; C. P. Meyer, Bridgeville; A. A. Walton, Charleroi; Charles Potter, Donora; Edward Pangburn, Elizabeth; John Husband, Mt. Pleasant; J. F. Eicher, Scottsdale; John F. Hosack, Bridgeville; J. W. Ruth, Scottsdale; J. W. Wallace, Washington, Pa.; A. J. Stewart, Washington, Pa.; William Forgie, Washington, Pa.; Frank Gardner, Washington, Pa.; George M. Hosack and John W. Bollean of Pittsburg.

The McMillan Lumber Company, through its secretary and treasurer, W. E. McMillan, has secured control of an immense tract of timber land in Maryland, which it

done in the West Virginia property. The West Virginia Co. (C. & P.) is connected with the both of Pennsylvania lines and the Baltimore & O. R. Road, giving speeded access to the timber from several directions. The deal involves millions of feet of timber, most of it being white oak, spruce and hemlock. The company will at once establish several mills of large capacity and lose no time in getting into the heart of the timber. It is expected that it will take at least ten years to clear off the tract, all of it being virgin lumber. For months the company has been unable to get enough stock of hemlock and oak to fill its orders, and this purchase will enable it to take much larger orders than before.

J. J. F. Penney, of J. E. Melvain & Co., has just returned from a trip through West Virginia, where he went to buy oak. He reports a large number of buyers in the field and timber on the stump very hard to get. Considerable bill stuff is being bought direct from the mills, owing to the pressing need of it to fill rush orders.

The Mead & Spear Company have bought the Mahan saw mill at Catlettsburg, Ky., where they previously had a large planing mill. The Mahan mill has a capacity of 50,000 feet daily and will be run full from the start. The firm is buying large lots of logs out of the Big Sandy for Pittsburg shipment.

J. J. Lincham of the Cherry River Boom and Lumber Company has just returned from a buying trip through West Virginia. The company now has 100,000 acres of timber land in that state and all its yards are busy.

The increased use of hardwood for finishing in Pittsburg is reflected in the success which finishing firms are having this summer. Two new firms which started business in the winter are having all the

orders they can do and the old firms are getting all kinds of hardwood floors, new houses and to lay over old oak, mahogany, sycamore and maple the call. Most of the jobs are done with a solid plain floor and fancy

The Prime Lumber Company, which has been removed from the Hamilton building to a handsome suite of offices in the Dealers' Bank building, is making a decided hit in two hardwood specialties which it has introduced this year. One is a veneered birch door to take the place of white pine. The birch admits of a finer finish and is highly ornamental. The firm is booking a large number of orders for doors in both high class houses and other buildings. The other specialty which it is carrying is a white pine torch column, to take the place of the poplar and cottonwood column. The pine outlasts the other timber, it is said, and is finding much favor among architects. Local dealers are already carrying stocks of both the doors and the columns and report a ready sale.

GOTHAM GLEANINGS.

It may not be exactly a case of "out of the frying pan into the fire," but it is hard to see how the position of affairs in the metropolitan district for the lumber dealer has altered very much for the better. The yards are open—the shutdown is over—but just as the dealers get ready to ship lumber in big quantities to the buildings in course of erection, the builders themselves stop operations and refuse to permit any workmen to handle material until some question of acceding to a plan of arbitration, should squabbles arise in the future, is decided. So there you are! It was a victory for the New York Lumber Dealers' Association, true, for the Board of Building Trades, after splitting up over the question of admitting unskilled labor, gave in almost unconditionally; but, just the same, the individual lumber dealer ap-

pears at the present moment but little better off than he was a few weeks ago.

The office of M. S. Hegeman, exporter, has been removed from No. 29 Broadway to the Produce Exchange Annex, No. 9 Stone Street.

The J. C. Turner Cypress Lumber Company of this city has added Harold Varcoe, formerly with John W. Hussey, hardwoods, to its local sales staff.

After having been lumber agent of the Erie Railroad for several years, Mr. Wm. R. Collins has been advanced to the post of assistant purchasing agent. Mr. Collins is popular with the lumber salesmen.

Among recent visitors to the metropolis may be mentioned: Lewis Dill, Baltimore; W. E. Terhune of W. E. Terhune & Co., Pittsburg; F. L. Peck, Lackawanna Lumber Company, Scranton, Pa.; C. H. Bond of E. B. Rathbun & Co., Oswego, N. Y.; J. W. Trommer, Goodyear Lumber Company, Buffalo; E. P. Bacon, chairman of the Interstate Commerce Commission; R. J. Camp, Franklin, Va.; D. D. Planner of the Reb River Lumber Company, Toledo, O.; W. M. Dwight of the Dwight Lumber Company, Detroit, Mich., and J. M. Hastings of the J. M. Hastings Lumber Company, Pittsburg, Pa.

Mr. Hastings, by the way, left this city to go to Nova Scotia and put the final touches to something like a million dollar deal in timber lands up in that Canadian province. The tracts comprise many thousand feet of choice timber, and Mr. Hastings will have enough on hand to keep the majority of his salesmen busy for a year or two.

At present in Canada, after passing through this city a week or so ago, are T. and S. W. Mackerelle, London timber brokers.

The members of the Lumbermen's Exchange of Philadelphia had a great time at Coney Island the latter part of last week (17th to 19th). They were met here on Wednesday by a delegation of the New York lumber dealers, who accompanied them to Manhattan Beach. Then, on Thursday, they entertained the New Yorkers at the famous hostelry, and from there went to the Sheephead Bay race track and "blow in" some Quaker money on the Suburban. On Friday and Saturday the departure for home began.

Willard Winslow, who is manager of the wholesale hardwood business of George M. Grant & Co., No. 29 Broadway, was married on the 10th inst, at St. Bartholomew's Church, to Miss Josephine Valentine.

The Morton Patent Down Draft Moist Air Dry Kiln.

Manufactured by The Pullman Co., The Brunswick Balke Collender Co., Scandia Furniture Co., Canadian Pacific Railway Co., Lakeside and Michigan Southern Iron & Co., C. B. & Q. Ry. Co. and, in fact, by all scientific lumber firms.

The only up-to-date kiln on the market. Write for catalogue.

The A. H. Andrews Co. 174-176 **Chicago.**
Monroe Street.

MEMPHIS MATTER.

In the words of a local prophet, the Memphis lumbermen this summer, or a few of them, are taking a turn at "aggressive extension." The Bennett Hardwood Lumber Company is one of this disposition, and they have purchased a cypress brake of about 2,000 acres near Bastrop, La., and will open up a big mill down there. The expense of this undertaking will be about \$50,000. The machinery of one of its three local mills has been shipped to Bastrop.

* * *

The J. W. Thompson Lumber Company has a cypress brake of several thousand acres in Mississippi which will be worked up.

* * *

The Wright Lumber Company has several thousand acres of oak timber near Portland, Ark., and will work on the same this summer.

* * *

The Benson-Dunckel Lumber Company of Missouri has filed its articles of incorporation in Arkansas and will have a branch of its business in that state.

* * *

The A. F. Cook Land and Timber Company of Little Rock, Ark., has just been chartered. The capital stock is \$50,000, all paid up. The officers and incorporators are: A. F. Cook, president; Gov. A. T. Bliss of Lansing, Mich., vice-president; Bally Vinson, secretary; E. Z. Leszynsky, treasurer. They will operate in Southeast Arkansas and Northern Louisiana.

* * *

J. K. Marshall of Pearlinton, Miss., a prominent yellow pine lumberman, was in Memphis this week looking after some hardwood timber deals.

* * *

C. M. Carrier & Son of Sardis, Miss., have arranged with the Memphis Trust Company for the financing of a \$300,000 railroad and timber deal in Mississippi. The project includes the building of twenty miles of railroad eastward from Sardis, Miss., to be known as the Sardis and Delta Railway, the purchase of 25,000 acres of timber land in Quitman and Panola counties, and the building and equipping of milling plants at Sardis for utilizing the hardwood timber on the tract. The projected mills are to cost about \$100,000.

* * *

The Louisiana Stumpage Company of Osceola, Mississippi county, Ark., has been incorporated by Jas. L. Hale, president; James D. Driver, vice-president, and W. L. Crenshaw, secretary and treasurer. The gentlemen named are well known in Memphis lumber circles. The capital stock of the concern is fixed at \$100,000, of which \$10,000 has been subscribed.

* * *

The plant of the Imperial Spoke Factory at Dyersburg, Tenn., was destroyed by fire on the afternoon of the 18th inst. The

loss is estimated at \$3,000. There was no insurance on the factory, but some on the stock.

* * *

The Forrest City Spoke Company of Forrest City, Ark., has just been incorporated with a capital stock of \$6,000. All subscribed. H. M. Blossom is president, R. G. Hobbs, vice-president, and T. C. Kimber, secretary and treasurer.

* * *

A. G. Wetmore, manager of the export department of the Paepcke-Leicht Lumber Company, was in Memphis recently.

* * *

T. H. Griffin, of Price & Price, London, England, was in Memphis a few days, going directly from here to New York to sail for home. He was much impressed with the hardwood country.

* * *

C. R. Palmer, of the L. H. Gage Lumber Company, has gone to Providence, R. I., to spend the summer.

* * *

Ike Watts, secretary of the Memphis Lumbermen's Club, is spending a few weeks in Kentucky.

* * *

J. N. Scat herd, of Scat herd & Son, Buffalo, New York, was a recent visitor in the Memphis market.

* * *

Mr. Bennett, of the James-Keeney Lumber Company, of Isola, Miss., was in Memphis a few days ago.

* * *

W. E. Trainer, a hardwood lumberman from Chicago, was in town recently.

* * *

C. M. Keeney, of James-Keeney Lumber Company, LeRoy, N. Y., was down this way recently visiting Memphis and the plant of his company at Isola, Miss.

NASHVILLE NEWS.

The Northern Tennessee Coal & Lumber Company is preparing for extensive development of the mineral and timber resources on its properties in Marion and Sequatchie counties. W. H. McKinney of Pittsburgh, Pa., is president and C. E. Hutchison of West Virginia, secretary and treasurer. John H. McMillin of this city is also interested in the enterprise.

* * *

Walnut, red cedar and a few of the rare woods come in by the Cumberland when the supply is thought to have been long since exhausted. The Prewett-Spurr Manufacturing Company, the leaders in cedar woodenware manufactures in this part of the world, manage to get hold of considerable of this wood. A couch manufacturing concern in the same line has started up here. It is, perhaps, the only factory of the kind in the United States. Each of these concerns has managed to acquire in the fortunate past tracts in some of the remote counties of the state that still help them out, but such manuev-

Timber Lands

We offer the following bargains in southern timber lands and saw mills.

COAL AND TIMBER BARGAIN.

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 10,000,000 feet, underlaid by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four-thousand-acre tract; located in Hatchie River bottom, a floating and navigable stream, seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country; price is \$3 per acre; good title. File 72.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 3 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

HERE'S A FORTUNE.

Thirty-five thousand acres hardwood timber in Arkansas, at \$8.50 per acre; guarantee it to cut 12,000 feet to the acre, mostly white and red oak, hickory, ash and gum; lies on navigable river less than 100 miles from Memphis, and trunk line railroad runs through it north and south, east and west, affording exceptional shipping facilities; property must be sold to settle an estate, but it takes money; land for agricultural purposes, fully worth \$6 per acre after timber has been cut. File 156.

AN ARKANSAS BARGAIN.

Twenty-two thousand acres hardwood at \$9. The following are the estimates in millions: White oak, 60; red oak, 36; elm, 40; cottonwood, 25; gum, 12; hickory, 15; white ash, 10, with considerable cypress and about 50 ties to the acre; title perfect; average haul to shipping point, two miles; no dreamers, but actual purchasers or their responsible representative. File 15.

A WISCONSIN TRACT

Of over 6,500 acres and estimated to cut 10,000,000 feet of basswood, 3,000,000 oak, 6,000,000 birch, 3,500,000 elm, 2,000,000 maple, 5,000,000 hemlock, 1,000,000 ash, with several thousand railroad ties, with 100,000 cords of wood; land for farming is very best and should sell readily at from \$6 to \$10 per acre; 720 acres of this is under permit and timber only is included in this offer; 5,855 acres of land goes with the deal; price \$65,000, part cash, balance in annual payments for three or four years at 6 per cent. File 160.

But why enumerate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

Being familiar with the South and its many advantages and opportunities for investment, we ask you to consult us.

SOUTHERN LAND CO.,

134 MONROE STREET, CHICAGO.

J. E. OLSFN, Formerly Agent for the Louisiana Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

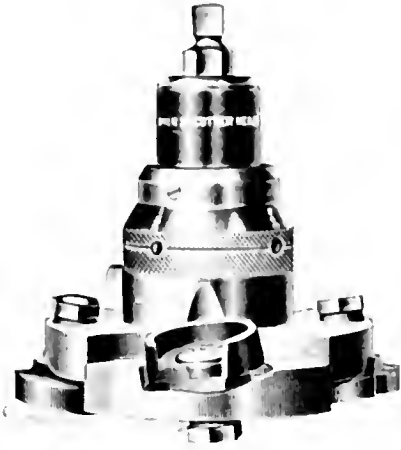
Dealers in Southern Timber, Mineral and Farming Lands.

WANTED.

FIRST AND SECONDS AND COMMON

PLAIN AND QUARTERED **OAK.**

H. E. CHRISTIAN,
INDIANAPOLIS, IND.



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Are made like the illustration above, which shows the Expansion feature. Other styles are shown in our catalogue No. 24. A copy free for the asking.

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AND THE

YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet address

GEORGE C. POWER,

Industrial Commissioner,

1 Park Row, Chicago, Ill.

... really things of the past. ... out the northern geniuses have ... up stumps for a year or two ... large Nashville firm, John B. ... & Co., manage to get considerable wood together and ship some to ... Last year they sold more than ... feet of walnut and this year they ... fully as much.

... cross the business is another in ... working lines that has been given ... petus in some of the Middle Tennes ... anties. The opening up of the Ten ... Central Railroad between Nash ... and Monterey has given new oppo ... ties to the devotees of both this and ... stave industry. The Cumberland Tie & Lumber Company is one large concern, the Holcomb Lumber Co. of Chicago, Moss The Company of St. Louis, the Standard Tie Company of Detroit, the Ayer & Lord Tie Company of Chicago are others. Still another branch of manufacture springing up along the Tennessee Central is the handle and spoke business.

S. H. Stauber of Winston, N. C., has decided to locate in the hardwood lumber business at Knoxville, Tenn.

Stephen Gaines, a lumber representative from Newport, R. I., was down in Middle and East Tennessee the last few days, making some contracts.

The Tennessee Lumber & Coal Company, composed principally of New York capitalists, and the owner of 8,000 acres of land in Cumberland County, will commence the development of the same at an early day.

Hamilton Love, of Love, Boyd & Co., Nashville, has returned from a lumber tour down East.

The Chess & Wyman Stave Company of Louisville has acquired 2,000 acres of timbered lands in Davidson County, Tennessee, for a consideration of \$7,000, and will locate plants at convenient points on the land and employ about 100 men in getting the same into staves.

James Roux, a lumber dealer from Fort Brady, Mich., was down in Tennessee and Georgia recently, looking after timber and lumber.

The Hiram Blow Stave Company has consolidated with the Paducah Cooperage Company at Paducah, Ky.

It is announced that the R. O. Evans Company of Green Bay, Wis., has practically decided upon establishing an important southern branch here for its coach and school furniture business.

The Scott County Lumber & Improvement Company is a new Tennessee cor-

poration owned by C. W. Lester, Norman B. Moore, T. Robert Blackburn, Walter Davies and S. F. Sexton. The capital stock is \$100,000.

The ... saw mill plant together with four ... a million feet of stacked lumber, several carloads of lumber and a few ... cottages, the property of the Berry Lumber Company at Opp, Ala., were lost last Friday night, entailing a loss of \$125,000. The insurance was small.

F. J. ... and others are preparing to install an axe handle factory at Knoxville, Tenn.

The Monterey Stave & Lumber Company at Monterey, Tenn., on the Tennessee Central Railroad, is doing quite a large business in both its branches. It also has a mill at Cliff Springs, and one at Lovejoy. The company controls 10,000 acres of first class timber. It is officered as follows: J. H. Ray, president; O. H. Anderson, vice-president; W. B. Ray, secretary and treasurer; J. W. Welch, general manager of the lumber department.

The Edgeland & Nashville Manufacturing Company of Nashville have just purchased a mill and tract of timber at Crawford, Tenn., on the Tennessee Central from the Hilliam Lumber Company. This concern has a reputation that is growing apace in interior finish manufactures.

BUFFALO BITS.

Our local strike that of the lumber shavers is all happily over with, with no serious results only the loss of time and wages to the misguided men who took that means of attempting to compel their employers to give them a slight advance in wages. I think in many cases they would have got the advance if they had asked for it and left it to the employer to decide whether it was advisable to grant the request or not. But when they say to the men who are giving them their means of livelihood, "You must do this thing we demand or we will find a way to compel you," then they immediately raise a spirit of antagonism which is more than liable to prove hurtful, even should they succeed temporarily in gaining their ends. This is especially the case where unskilled labor comes in contact with capital.

While nearly all mills and factories that are running at all appear to be running full time, and quite a number of them are running night and day, still there seems to be a tendency to buy as lightly as possible. This may be in anticipation of lower prices. Of course, when prices are as high as they are at present—and all material and labor is high in proportion—the natural thing to do is to get along with as little as possible. One strange feature in almost all large towns and cities is that

there is more building going on than usual at this time of the year. A large proportion of these buildings are office buildings and residences, which are rented or sold as soon as finished.

* * *

The Buffalo Hardwood Lumber Company report business good, also that they have a large consignment of Michigan maple about due.

* * *

The new dock of Taylor & Crate on the Niagara River front is showing signs of life. They are now receiving northern hardwoods there and a new office is being built.

* * *

J. B. Wall is giving most of his time and attention to the business of the Buffalo Desk & Table Company, which, by the way, is developing into one of the big institutions in its line.

* * *

The Hoo-Hoo annual, which is to be held in Buffalo this year, is being talked of in the trade now. Mr. O. E. Yeager, who is a member of the supreme nine, is taking the lead and a meeting will be called for an early date to lay plans.

* * *

Gardner I. Jones, of the H. M. Bickford Company, Boston, was a visitor on the market last week.

CHATTANOOGA TO THE FRONT.

"Chattanooga has begun to be recognized by dealers in the North and East as one of the leading hardwood markets in the United States," is the statement attributed to Mr. Fred Arn, secretary and treasurer of the J. M. Card Lumber Company, by the Chattanooga News. He further stated that the business was rapidly increasing, the difference being noticeable from month to month.

In this connection it can properly be observed that the J. M. Card Lumber Company has also grown to be one of the largest institutions in the South. Besides having large yards in Chattanooga, they have a big band mill at Hollywood, Ala., and a circular mill at Akron, Ala.

A NEW LUMBER FIRM.

The Mississippi Valley Lumber Company, incorporated, wholesalers' and manufacturers' agents, have just completed organization and have announced headquarters at 931 Lincoln Trust building, St. Louis, Mo. Walt M. Manuel, for 20 years connected with Knapp Stout & Co., is president and treasurer; J. E. McKinney, of the McKinney Bread Co., vice-president, and T. C. Skein, formerly St. Louis agent of the American Lumber & Mfg. Company of Pittsburg, Pa., secretary.

The Mississippi Valley Lumber Company will represent a number of the largest and most reliable manufacturers of cypress, cottonwood, fir, gum, maple, oak, white pine and yellow pine, and are making a special bid for business on the

grounds that they are hooked up right. They intend also to enter largely into the railroad tie, timber and car material business.



St. Louis, Mo., June 17, 1903.

There was a meeting in this city to-day of the Board of Governors of the House of Hoo-Hoo, which was called for the purpose of reviewing the work thus far done and to outline plans for the future. The report of the secretary showed that about 3,000 members are still needed to complete the membership list and he was instructed to use all possible haste in completing his part of the work. All reports showed that very satisfactory progress has been made in all departments and this indication favors a more complete success to the project than was at first contemplated, as the idea is growing and new methods of increasing the benefits of membership are constantly being added. Applications from many associations of manufacturers have been received for rooms to be finished with their products, and nearly all of the rooms in the building are now taken. In fact, such success has crowned the efforts in this direction that the building promises to be a more complete exposition of the commercial woods of the United States than was at first anticipated. The secretary was instructed to try and complete the membership list during the next sixty days, and this is entirely within reason, in view of the number of members applying during the past thirty days. Great progress is being made, and it is advisable for those contemplating joining this club to no longer postpone action on the matter, but to join at once.

The Elk Rapids Iron Company of Elk Rapids, Mich., have secured the services of E. G. Rust to succeed H. B. Lewis as general manager of their business.

Mr. Rust is a man of large experience, having been connected in a managerial and engineering capacity with some of the largest institutions in iron and steel in the country, his latest connection, prior to coming on to Elk Rapids, being with the Colorado Fuel & Iron Co. at Pueblo, Colo.

The tenth annual picnic of the St. Louis lumbermen which was announced to take place on June 1 has been postponed on account of high water, the picnic grounds at Cottage Grove being flooded. It will occur as soon as the weather permits, and the date will be set and announced later.

The saw mill of Benjamin Cohn at Atlanta, Pa., was burned June 15, entailing a loss of about \$9,000.

TIMBER LANDS FOR SALE.

HERE'S A BARGAIN.

Thirty thousand acres on the boundary between North Carolina and Tennessee; railroad runs through it; can commence operation at once; it has never been on the market before; absolute titles and carefully estimated by a Wisconsin lumberman to cut 12,000,000 white pine, 15,000,000 poplar, 2,500,000 chestnut, 1,500,000 oak, 1,000,000 basswood, 13,000,000 hemlock, 5,000,000 yellow pine, 800,000 ash; other woods such as beech, birch, buckeye, maple, hickory, cherry and walnut not included in the estimate; the tract will cut about two cords of chestnut bark per acre, which brings \$8 per cord on a 2½ cent rate to tannery, or \$2 per cord in the tree. The chestnut oak can be used for export, bridge and car timber or railroad ties; man on the property to show it; price \$100,000, half cash, balance on easy terms. File 215.

TIMBER AND COAL LANDS.

Twenty thousand acres in Southern Virginia. Will cut 6,000 feet of yellow poplar, 3,000 feet white oak, and 4,000 feet of other kinds of timber to the acre. The entire tract is underlaid with coal. Five openings have been made, the principal vein being over ten feet thick and all of the Pocahontas seam. Twelve miles to one station, 22 miles to another. Title perfect, fee simple. Price, \$25 per acre. File 209.

POPLAR TREES.

Five thousand poplar trees in Kentucky, 20 inches and up. Each tree is banded and measured and will cut 7,000,000 feet. Warranty deed, perfect title, \$25,000. File 155.

200,000 OAK AND POPLAR TREES.

On the Big Sandy River, in Eastern Kentucky, along the new line of the C. & O. Ry. For sale outright or a half interest. Price, \$1.25 per tree from 16 to 21 inches; \$1.75 for all from 22 up. Terms, half cash, balance in two annual payments at 6 per cent. Our contracts call for all oak, poplar, lynn, ash, buckeye and cucumber. Title absolutely good. Owner will pay all expenses of investigation if titles are found defective.

1,280 ACRES IN TALLAHATCHIE COUNTY, MISSISSIPPI.

This land is situated six miles from Charleston, ten miles from the I. C. R. R. and three miles from the Tallahatchie River. The average on this tract will be about 5,000 feet to the acre, and consists of white oak, ash, and short-leaf pine. Price, \$7.50 per acre. File E. D. M.

A BARGAIN IN HARDWOODS.

Five thousand acres hardwood on Cumberland Mountain, within three miles of railroad; estimated to cut 10,000,000 white oak, 5,000,000 poplar, 5,000,000 chestnut and 5,250,000 hickory and other timber, including walnut; a portion underlaid with coal; price, \$3.25 per acre. File 25.

PINE, OAK AND POPLAR.

We offer 1,440 acres of stumpage within 75 miles of Chattanooga, Tenn., at \$6.50 per acre cash. It will cut 1,750,000 feet yellow pine, 1,500,000 white oak, 1,100,000 poplar. Logging easy, can be cut and logged to mill site for \$2.50 per M; level road to railroad, team can make four trips a day. Put in a mill and go to work. File 125.

STUMPAGE.

One thousand to 1,600 acres of hardwood timber stumpage at \$2.50 per M. feet as cut. Only a nominal payment down as evidence of good faith. Balance can be paid as timber is cut and marketed. Here's an opportunity for a man and mill to go right to work. Refer to File No. 1.

NORTH CAROLINA DEAL.

We have for sale 9,000 acres in Henderson and Transylvania counties, N. C., of the finest virgin hardwood timber at \$5.50 per acre. This is five miles from the railroad and will cut 3,000 feet to the acre of merchantable lumber. Title perfect. File No. 1.

MICA.

Five thousand acres of hardwood in North Carolina, estimated to cut 3,000 feet to the acre. This tract contains two veins of excellent mica, which has been opened up in two places, and several blocks of mica have been taken out. Price, with mineral rights reserved, \$3.25 per acre, or \$5 per acre net in fee simple. File No. 1.

SOUTHERN LAND COMPANY,

134 Monroe Street, CHICAGO.

J. F. Olson, formerly agent for the Land and Industrial Department for the Southern and Mobile & Ohio Railways, Manager, Dealers in Southern timber, mineral and farming lands.

The Markets.

CHICAGO.

Disturbances in Chicago, increasing lines connected with the industry directly, have not been their object. There has been a continuation of this sort here in other industry that even though there is a feeling of a very threatening nature on the wood-consuming lines, it has but little chance who were particularly serious. It is such danger a reason for buying conservatively and a pretext, at least, to depreciate the market.

It will come to be a general belief among the lumber trade, however, despite this "soft" phase, that prices will be maintained as a rule throughout the season, arriving at this conclusion by reason of the nature of stocks and the general prosperous condition of the country.

It is probably a fact though, as we have heard it expressed in various quarters, that the wind is being taken out of the sails, as well as sales, of abnormally high priced stock, and in a way thereby benefiting the list as a whole.

In one or two specific cases the demand here became so active, as it did everywhere else, and supply so very short, that fictitious values were formed. Quartered white oak, for instance, reached an abnormal stage, selling up to as high as \$80 for one-inch firsts and seconds less than a month ago. It has been on the decline since, though not on account of a reversal of conditions, since the supply continues unequal to the demand. It had the effect while in ascension, however, of increasing the demand for quartered red as well as plain stock, and a good substantial gain in price was made in these items.

Many think, too, that poplar went beyond its natural level, though up to date it has shown no tendency to decline. It continues to sell readily at top notch prices.

The stimulation in plain oak was fully warranted and faith in the permanency of its advance is evidenced by a disposition to buy unsparingly.

Northern stocks are keeping pace with the southern product, although on account of season, navigation being in full blast, are arriving in larger quantities. Just at this time of the year there is generally a sagging in price, but an exception can be noted this year. In fact, there is an inclination to advance the price in basswood and a degree of firmness throughout the list.

NEW YORK.

Taken as a whole the hardwood situation in New York City, since the retail yards have opened up and are doing business as before, is one from which considerable satisfaction can be derived. The demand from the manufacturing trade, the makers of hardwood trim, of furniture, of frames, of costly cabinet work, etc., is very good, while the call from the yards, is natural since the enlarge has been needed, has greatly improved.

In a word, those who have it to sell experience no difficulty whatever in placing good, well-manufactured stock at the top notch prices. Of course the poor, badly graded, and just as badly graded stuff is not rare so well. But then, of course, one sells the latter kind, and so there's no use talking about it.

As far as the woods themselves are concerned, poplar is still in the van, with \$53 being readily obtainable for good inch

stock in first and seconds. Even culls are bringing \$20 to \$25, and there is not a nominal price of either.

Quarters of all woods continues to be very firm and business as well. To be conservative, board quote prices as anywhere from \$70 to \$80 for firsts and seconds, although it is currently reported that \$84 and \$88 has been obtained.

Plain stock is finding a ready market at \$40 and chestnut, which is active for many other purposes, brings \$10 for one inch cut of the best grades. Ash, which has recently improved of late, brings \$40 per cord.

But little can be said of the export trade, which is being in volume, although the foreign buyers find it hard to reconcile themselves to seeing the increased figures for stock.

PHILADELPHIA.

The lumber dealers are just beginning to feel the severe effects of the carpenters' long strike. The yards are unusually quiet and the city trade has suffered a decided slump. Despite this fact the prices of hardwoods have fallen but little. Indeed, many lumber dealers say that the strike has done no harm, as, even if it had not taken place, the scant supply would have made it impossible for them to have furnished any more lumber than they are now doing. Although the city trade is weak, the wholesalers report good business in the country districts. Building activities in the suburbs continue to demand a large share of the available lumber supply.

Prices have changed but little within recent weeks. The stock of all woods is still short and barely enough to meet the demands. Hemlock has become a rarity in the lumber market as a result of the recent forest fires which have been raging throughout Pennsylvania.

CINCINNATI.

Although thus far the weather has been very mild, the usual slump in business common to the summer months seems already to be with us. At any rate, inquiries are not near as plentiful as they have been and the general tone of the market not so firm as we have been accustomed to. This state of affairs does not seem confined solely to this market, as many of the callers on the local trade seem to find this condition general.

No doubt the inactivity noticed in carriage and furniture circles has a great deal to do with this. The yards of the heaviest consumers in this territory do not seem to be overstocked, and, judging from this, the demand ought to be good. Facts do not seem to bear out this judgment and conditions are as above reported.


The retail and in building circles there is no let up in the rush.

From yellow pine quarters much complaint is heard because of the advance in rates.

In oak things are pretty much the same. Inquiries in general are good and in many cases supply is unavailable.

For the first time in many months comes the report from the cottonwood dealers that trade in their commodity is a trifle light. This seems to be true of most grades, even oak common being in lighter demand than it has been for a long time. Wagon box boards are still in fair demand and there is not much complaint on the call for mill culls.

In poplar, also, things are slackening up some, although culls are still in good de-



WALNUT,
OAK,
ASH,
POPLAR.

BOYNE CITY LUMBER CO.

BOYNE CITY, MICH.

Michigan Rock Maple and other Michigan Hardwoods.

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

GOOD HARDWOOD TIMBER IS BECOMING SCARCE

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northwest Arkansas traversed by the lines of the



White and red oak, poplar, white pine, and ash of the very best quality, and of every growth can be secured, and sawmills, staves, and hand planes, and other wood-working industries well and profitably. Offers superior advantages in location.

For maps, pamphlets and full information, send address.

M. SCHULTER,
INDUSTRIAL COMMISSIONER,
Commercial Bldg., St. Louis, Mo.

A STRICTLY FIVE-QUARTER PROPOSITION.

We offer a fine lot of 1 1/4 Gum and Cottonwood which is dry and ready for shipment by rail direct from mill near Carruthersville, Mo. We have very favorable rates to all points East and West. Will sell on grade and in lots to suit purchaser.

CAN SELL THIS STOCK CHEAP. The Farrin-Korn Lumber Co., Cincinnati.

CHARLES H. BARNABY,

MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.

GREENCASTLE - - - - INDIANA.

W. A. RUST, President.

F. R. GILCHRIST, Vice-Prest.

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

mand. Next to culls the common grade seems to be most favored. Mill culls have been in better demand than at present.

First and seconds in gum are the favored grades now, though the demand for common and cull is satisfactory.

ST. LOUIS.

The business of the local people is somewhat demoralized this week because of the floods, a great number of the north end yards being so inundated that nothing can be done in the way of either receiving or loading out lumber. Many cars have been loaded with lumber merely to save the lumber from the water, and that which is arriving has been left on the cars for want of a place to put it, but there is practically no movement out of the city, as the majority of the railroads are tied up and are not even moving their passenger trains. Your correspondent has made a trip among the flooded yards and has learned that the pine yards will be the chief sufferers, being on lower ground and all of their lumber being afloat. Some of these yards are covered with water to a depth of at least ten feet, but booms have saved the lumber, and the heavy loss will be in labor in repiling the stock. The hardwood yards, at least many of them, are covered with water, but the piles are holding and the only damage will be from mud and water and this only on the lower tiers. Nothing in the way of city deliveries is being attempted by many of the yards, the main object being to fight the water. Those in the neighborhood of the C. F. Liebke saw mill are working on a dike which thus far has given ample protection. Should this give way a wide area will be inundated and the loss will mount into the thousands of dollars.

While the mails are irregular and no deliveries can be made, local wholesalers report that there has been little change in the demand, except such as has been caused by the labor troubles in many of the larger cities. These have undoubtedly caused a decrease in the number of orders offered, but there is still as much business as can be taken care of. The future continues to show many alluring features, and in view of the present flood, which will undoubtedly still further retard the production of southern hardwoods, the indications are that there will be a greater demand than supply for some time. Prices are holding up to the high basis established some time ago, and the tendency thus far has been towards an advance rather than towards a decline. The floods in the western and northern country have had practically no effect upon hardwoods, except so far as they will act as a stimulant to the demand for bridge plank and other common oak. Nevertheless, there has been great suffering in the western country, and the yellow pine people have called a meeting for June 16 of all the manufacturers of yellow pine to take action in the way of raising a large fund to be loaned out to farmers in sums not to exceed \$250, to be used in reconstructing their homes. Something of this kind is very necessary and the meeting promises to be very large.

The demand for oak continues about as it has been, the chief call being for quarter-sawed stock, and this being in poorest supply. Much plain oak is coming in for an excellent demand and is wanted by all of the local people. Gum is in better supply than for some months, but this has not in the least diminished the demand or the price and many heavy contracts have been made within the past few weeks. Cottonwood remains very scarce and is so high that few people are willing to buy. Still,

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.

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, East & West Through.	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.

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.

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.

Timber can be secured more readily and in an increasing amount coming in, and hickory are both particularly needed in St. Louis. High prices prevail on all of the woods handled in this market and nothing in the nature of a slump is expected in the near future.

MINNEAPOLIS AND ST. PAUL.

The hardwood market is in practically the same condition regarding prices at the present time as it was six and seven months ago in Minneapolis and the North-west. Prices are exceedingly firm, and although business is considerably lighter this year than in 1902 during the same period, there is no disposition among the dealers to cut prices the merest trifle to stimulate business. In this the hardwood people stand pat with the white pine people. Yard trade recently has picked up some. The retailers are coming out of their holes and are looking over the market for lumber for the summer business. The wholesalers have had suspicions that the fine yard people have had a combine this spring to only buy lumber when absolutely necessary. The object, of course, was to bear the whole lumber market. Heavy and frequent rains throughout the North-west last spring and during this month has been the rule. This has hurt business, as construction work is given a setback. Wholesalers, however, find no difficulty in selling all the hardwood of the staple articles that they can buy. Hardwood receipts in this city have been small this year. Dry stock is hard to get. The feature of the local market recently has been the stiffening in prices of basswood, owing to its scarcity. Quartered white oak is the most in demand and prices accordingly. Birch is quoted at higher prices than it sold for last winter. The demand is good. Stocks next winter are expected to be in fairly good shape only. The Twin Cities are doing more building this year than last, especially Minneapolis.

PITTSBURG.

The lumber situation here for the last two weeks has been overshadowed by the prospect of a general tie up of building operations resulting from the inability of the bricklayers and stonemasons to agree with each other and the consequent determined stand of the contractors to stop all work indefinitely pending the settlement of their difficulties. This has resulted in contractors "laying down" on their orders, many of them large ones, and piling up stock on retail dealers. They in turn have cut off their orders from wholesalers, so that the effect has been to give the market a slump. No serious results have been reported, although dealers all along the line felt the tighter conditions that prevailed. There is a prospect now that the strike will be settled amicably and that dealing will not be curtailed.

Local lumber dealers have been advised recently and officially that on and after June 22 the freight rates from the Southwest will be advanced two cents per hundred pounds. The advance marks a victory for the railroads, for shippers and lumber dealers have been fighting the raise for months. It was expected to come three months later, but at this time will result in a slight advance in the price of all lumber from the Southwest. As many of the largest firms in the city are cutting largely in this territory this summer, the local market will feel the change of rates at once. Floods in the South and inadequate railroad facilities have been quite a drawback to local dealers who are anxious

to get large shipments before the hot weather sets in.

In general conditions are very favorable in the lumber market. Although Pittsburg is not as much of a hardwood center as some other large cities, where furniture factories take a large amount of stuff, more hardwood is being handled here this summer than ever before by at least one fourth. The increased amount of hardwood finish is largely responsible for this demand in the finer grades. Under the impetus of the good times more houses are being provided with an all round hardwood finish than before, and practically all new houses costing over \$5,000 have at least hardwood floors. Railroads continue to take a large amount of heavy stuff and the call for pine timber is increasing. Buyers who have just returned from trips through the South, where local firms have their mills, report that it is very hard to get good timber in any quantity on the stump and that a large amount of cut timber has not come down to the mills as yet.

NASHVILLE.

The lumber market presents a strong position in this Cumberland River country, with the same viewpoint over in the mountains of East Tennessee and down in North Alabama, all arising from phenomenal demand and moderate stocks. In hand, the mills generally going at fair capacity, but orders ahead all the time. Price tendencies do not seem to have budged downward in the slightest since the mills have been making their good time. Oak, poplar, ash, chestnut, cedar, hickory, walnut and cottonwood are in active request. Collections are generally good and the big concerns seem to be laying their day. The furniture business in its manufacturing lines is receiving an impetus now. The stave business, too, that was thought to have gone by the board for Middle Tennessee, springs out anew every now and then. The buyers of lumber are generally placing their orders for delivery at some specified time. Dry stock is a term that stretches along way now. Within the last two or three weeks, Middle Tennessee has experienced heavy rains that not only interfered with the wheat crop, but what is more vital to the lumber people with logging operations in its interior positions.

MEMPHIS.

A shortage of dry stock seems to have relegated to the densest oblivion the former cry of shortage of cars. Dry stock does not mean what it used to in lumber parlance. The price tendencies don't seem to ease off much after all. The mills are all running, but the export and domestic demand is keeping ahead of them. There have been more buyers in town from foreign points the last fortnight than for the last two months. As for the domestic business, a healthy volume of trade is moving and it's only a question of stock and knowledge of who has the

Empire Lumber Co.,

CHICAGO.

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

Or anything you have for sale in hardwoods.

goods to deliver to get the orders that are plentiful. The furniture manufacturers here complain. The stove and spoke manufacturers, of whom there are about a score in Memphis, send up a similar cry to the lumbermen. The principal demand seems to be for quartered white oak, first and second ash and plain red oak. Cottonwood and gum are also in good demand.

BUFFALO.

Quartered oak is selling readily at top prices. Dry stock is scarce in both common and firsts and seconds. Plain oak, both white and red, is a little off in price, and the demand for same is not what it has been. There is considerable dry plain oak in sight. There are large stocks of ash on hand South and West, which are being offered at considerably less money than heretofore. Ash lumber has not been moving like oak during the past year, and this, I take it, is the principal reason for the accumulation of stock and reduction in price. I think ash will be still lower in price.

Basswood and cherry are scarce and hard to get hold of and are in ready demand at top prices.

Well manufactured maple of good color and width is in good demand in all thicknesses and is not very plentiful.

A NOTABLE SAWING EVENT.

The following notice, clipped from the Southland Daily News, published at Invercargill, New Zealand, is an interesting account of some sawing contests in which the world famous Atkins saws played an important event. As usual, the prize winners of the championship contests used Atkins saws, thus again demonstrating the fact that "Atkins is Always Ahead."

"The Axemen's Carnival, which was held at Invercargill, New Zealand, on April 30, 1903, was a notable event, there being sawing and chopping contests, bicycle and foot races, as well as other athletic sports indulged in.

"The gathering of axemen and sawyers was perhaps as fine as has been seen anywhere, comprising the leading men in both lines from Australia, Tasmania and the provinces of New Zealand. Intense interest centered in Thomas Pettit, the world's champion, who competed with great success in the sawing events, annexing the champion single-handed, and with H. Mitchell, the champion double. He saws with beautiful action and immense force, and the ATKINS saw used by him simply plowed its way through the blocks. Considering that Pettit has had very little training for the matches his performance must stamp him as undoubtedly the foremost man of the first rank of sawyers.

"Another distinguished competitor was Herb Mitchell, ex-champion of New Zealand, who is well and popularly known all over the island.

"For the championship single-handed sawing contest, E. C. Atkins & Co., the well-known saw manufacturers of Indianapolis, Ind., U. S. A., through their Australian representative, Mr. C. Cullen, donated \$50. The first prize, \$25, and championship gold medal was won by Thomas Pettit; S. Fisher took second prize, \$15, and Edward Tobin third prize, \$10. Both Pettit and Fisher used ATKINS saws. Pettit's time was 1 minute 48.25 seconds.

"In the double-handed sawing contest Thomas Pettit and H. Mitchell won the first prize of \$25, two gold medals and two

saws. It was a splendid exhibition of the sawyer's art. Pettit and his mate got to work with a wonderful swing of rapidity and ease and sent their ATKINS saw through the twenty-four-inch red pine log in the surprising time of 32.35 seconds."

BURFORD LUMBER COMPANY IN TROUBLE.

From Chattanooga, Tenn., reports come of the financial embarrassment of the Burford Lumber Company, brought about by a suit filed against them by Henderson, Baker & Co. of Nashville. When this action was taken, Mr. J. T. Burford, president of the company, notified his various creditors and requested a meeting, which was arranged. The liabilities of the firm were then scheduled and found to amount to about \$40,000. The management claims assets to the amount of \$20,000. The largest creditor is understood to be one of the Chattanooga banks. Four-fifths of the liabilities, it is said, are due the bank and individual members of the firm, the balance owing to outside parties. The bank is secured to a limited extent. The management of the firm have been regarded as good business men and there are some who hold the opinion that the present embarrassment will ultimately be adjusted to the satisfaction of all concerned.

A later report is to the effect that creditors have accepted settlement on the basis of 15 per cent.

TO WIPE OUT AN OLD EVIL.

For years the St. Louis people have been afflicted with a freight discrimination, known as the Bridge arbitrary, which has acted as a hardship against those who receive or ship freight. This arbitrary, so far as lumber is concerned, amounts to one and one-half cents a hundred pounds on freight originating in St. Louis, but does not affect through business. There is universal local complaint at this practice, and strenuous efforts are being made to have it abolished. Other cities are not thus afflicted, and it is a serious detriment to those doing business in this city. All of the local commercial organizations have taken up the matter and the following is a resolution adopted at a recent meeting of the Lumbermen's Exchange of St. Louis:

Whereas, There is pending in the present city council and house of delegates a certain bill known as the Terminal Railway Bill, by which the Terminal Railway Association of St. Louis seeks certain rights and privileges from the city of St. Louis, all of which are of great value to it and which will give the said Terminal Railway Association a practical monopoly of the terminal facilities of the city of St. Louis;

Whereas, The Terminal Railway Association of Railroads entering into the city of St. Louis and which has for years subjected the business interests of St. Louis to arbitrary and fixed charges called Terminal charges, or better known as bridge toll and switching charges, all of which

have proved a burden upon the business of the city, and

Whereas, All efforts of the business interests of the city toward having these charges and tolls removed or reduced have been resisted by both the Terminal Association and the railroads composing it, and since now seems to be the opportunity long sought for to compel these railroads and the Terminal Association to consider these business interests and the future of our city, and, together with such other considerations and safeguards as are deemed necessary, to remove what is known as the bridge arbitrary and reduce their switching charges to conform with like charges for like services in other cities and to conform to the switching regulations as prescribed by our city ordinances, now, therefore,

Resolved by the Lumbermen's Exchange of St. Louis that we respectfully ask our city council and house of delegates, before granting any further rights and privileges to the Terminal Railway Association, that they have these charges adjusted to the satisfaction of our business interests.

THE "MORTON" KILN.

We present elsewhere in this issue the advertisement of the A. H. Andrews Company, 173-176 Wabash avenue, this city, calling attention to the Morton Patent Moist Air Dry Kiln. Most everybody that has to do with kiln drying is acquainted with the name "Morton," but it is only within the past two years that they have had the merits of the system so forcibly presented to them. Within that time the business management has undergone a change and the new blood infused into it has succeeded in arousing considerable interest with the buying public and incidentally giving competition something to think about.

The proper exploitation of a product, however, is only supplementary work. The article itself is bound to be all right, and if years of experience, the spending of time and money in its perfection, and above all, if the principle is correct, which is attested to by many of the largest consumers of lumber in the country, then they are entitled to the reward which they are now getting.

Among the exclusive users of the Morton kiln may be mentioned the Brunswick-Balke-Collender Company, Canadian Pacific Railroad, Lake Shore & Michigan Southern Railroad, C. B. & Q. Railroad, The Skandia Furniture Company and the Pullman Company. The latter named, it is said, after years of experience with other makes of kilns, purposes to abandon all other methods and adhere strictly to the Morton moist air system.

To those who are interested it is suggested that they procure detailed statement of the system or a personal call from a representative of the company.

The Chicago Hardwood Lumber Exchange has made three several attempts to hold its monthly luncheon for June, but each time has been forced to postpone it on account of the waiters' strike.

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JOHN S. BENEDICT
WAGON STOCK
and HARDWOOD LUMBER
 ALWAYS IN THE MARKET.
135 N. HALSTED ST., CHICAGO.

IF you want cash for your lumber, write
M. ROEDER,
1440 Roscoe St., CHICAGO.

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.

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.

BUY THE BEST Perfection attained at last. The result of many years of practical experience with Hollow Blast Grates.

PERFECTION HOLLOW BLAST GRATE BARS
 MANUFACTURED BY THE
MILLER OIL AND SUPPLY CO
INDIANAPOLIS, IND.

SAVE FUEL. INCREASE YOUR STEAM.

H. S. Adams, Fortville, Ind. "They are indeed rightly named Perfection. They are superior in every respect to the other Hollow Blast Bars which I used in our plant when located in another place. I am relying entirely with Saw Dust, and have an abundance of power. The sale of the oil of my mill is a great source of revenue."
 G. W. Hartman, Anderson, Ind. "I never bought a piece of machinery that paid as large returns as these bars."
 Patterson & Son, Needham, Ind. "We regret that we did not put Perfection Hollow Blast Grate Bars in sooner."
 Shipped on thirty days' trial. Write for proposal, giving number of boilers and length and width of Grate Surface.
MILLER OIL AND SUPPLY CO.

— We are in the Market for —
**COMMON AND CULL and
 MILL CULL COTTONWOOD.**

It will be to Your Advantage to Write Us.
THE NICOLA BROS. CO., - Pittsburg, Pa.
 Buyers and Sellers of HARDWOODS.

**TAYLOR & CRATE
 HARDWOOD LUMBER**

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for
 the future.

(Established 40 Years.)

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each
 month with reasonable prices extended, the result
 will-surprise you. TRY IT.

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

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.**

D'HEUR & SWAIN LUMBER CO.,

SEYMOUR, INDIANA.

— Manufacturers and Wholesalers —

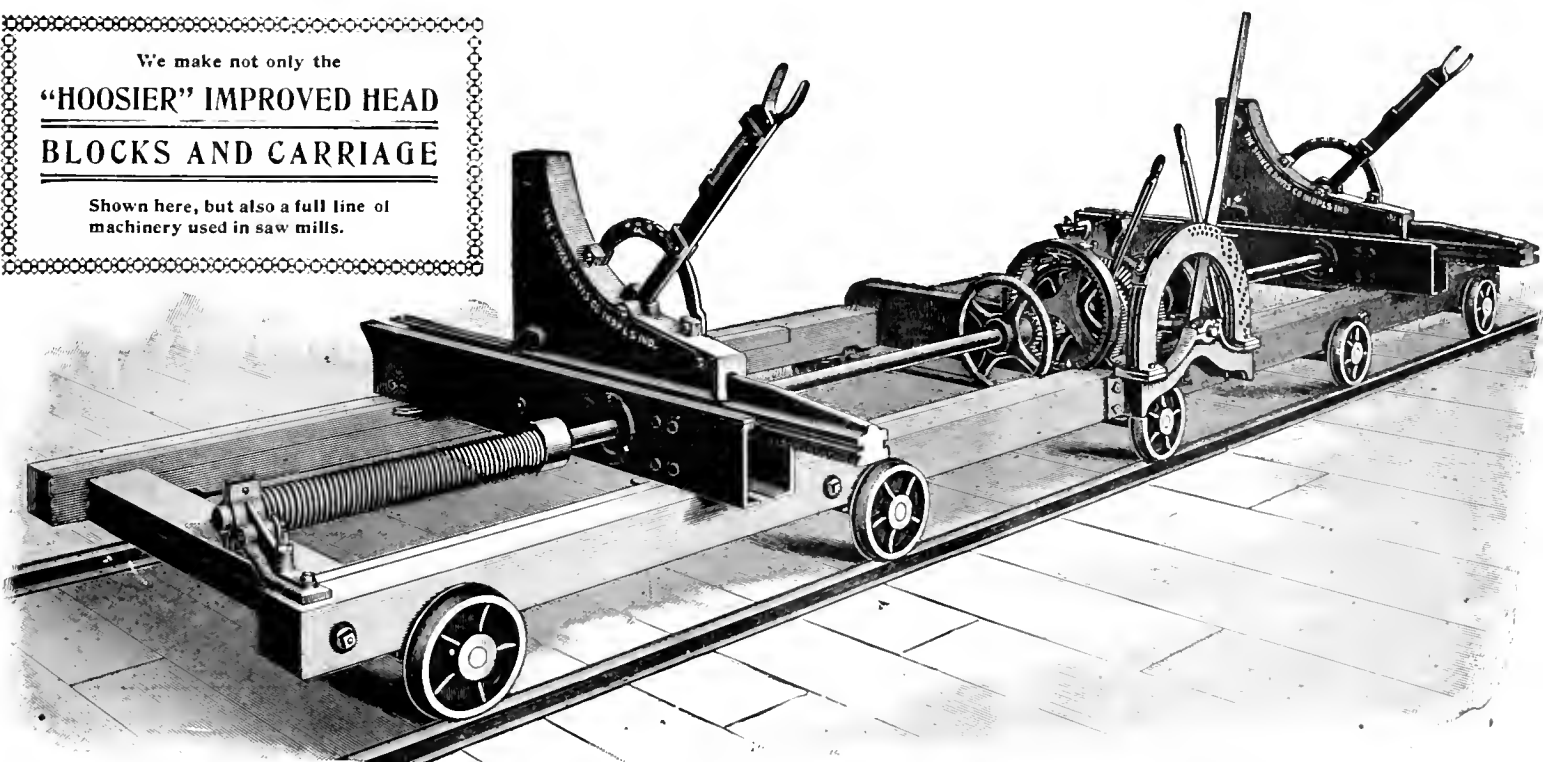
Indiana Hardwood Lumber

Quartered White Oak Our Specialty.

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.

WRITE TO

STEWART & JACKSON

IF YOU WANT TO BUY OR SELL

POPLAR AND HARDWOODS,

OFFICE: UNION TRUST BUILDING.
YARDS: CLARK ST. DALTON AVE.

CINCINNATI, OHIO, U. S. A.

WANTED FOR SALE EXCHANGE.

NOTICE.

George S. Brank is no longer connected with the orders given.
SOUTH ARM LUMBER CO.
Milwaukee and Chicago

MEN WANTED.

We seek steady employment the year around to good men in and around our saw mill, box factory, logging and barn camps, etc. If you wish to better your condition by coming to Northern Wisconsin, write or call on the
JOHN R. DAVIS LUMBER CO.,
P.O. Box 19, Wis.

WANTED.

Man of experience around hardwood mill to do office work, scale logs and cutters. Must understand double entry book-keeping and typewriting. Give references and salary expected. Address
PEABODY BROS. CO.
La Fontaine, Ind.

BUSINESS OPPORTUNITIES.

NOTICE.

The undersigned will purchase interest in good lumber proposition, join experienced parties in development, or advance additional capital to enlarge saw-mill business and market output. Don't answer unless you can offer us a really good proposition and can give complete details.
"A. B. C." Hardwood Record

TO LET SAWING CONTRACT

To responsible parties to saw oak, chestnut, gum and cypress at point about 100 miles south of Memphis in Mississippi. Give size of your mill, experience, references, price per M. on plain and quartered sawing and earliest date you could start work.
"SAWING." Hardwood Record

FOR SALE.

Saw mill. Controlling interest in one near Blytheville, Ark. circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft. per day. Cash or easy terms to responsible party. Address R. U. P., care Hardwood Record.

LUMBER WANTED.

WANTED GREEN OR DRY

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED-OAK OR CEDAR TIES.

\$5,000.00-CAS. 8 ft., 12,000 for immediate delivery balance for delivery late this Fall. Address
S. J. VINNEDGE & CO.,
1112 Fort Dearborn Bldg. Chicago.

WANTED.

Cal. quarter-sawed white and red oak, 1 and 2 inch
MOSBERGER-O'REILLY LUMBER CO.
Main and Chambers Sts., St. Louis, Mo.

WANTED OAK PILING

30 to 40 feet long. White or Burr Oak
WRITE US.
CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO.

WANTED.

100 M feet 1 to 2 inch No. 2 Common Black Oak Ash and Basswood
GEO. W. STONEMAN & CO.
75-82 W. Erie St., Chicago

WANTED OAK STRIPS.

Clean kiln-dried plain and quartered white oak, 75 to 16 inches thick and 2 inches wide
DIEROLD LUMBER & MFG. CO.
Wallace Bldg., Pittsburg, Pa.

WANTED.

Quartered red and white oak. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.
W. R. CHIVVIS
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.
PAGE & LANDECK LUMBER CO.
Milwaukee, Wis.

WANTED.

To contract for 200 M ft., 2-inch log run Gum.
GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/2 inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.
L. W. RADINA & CO.,
Clark St. and Dalton Ave. Cincinnati, O.

WANTED.

25 Cars 2 1/2 x 4 1/2 26-inch White or Red Oak, green or dry, delivered here.
20 M feet 2x2 18-inch White Oak, dry, delivered here.
A large amount of 1 1/2-inch and thicker 1st and 2nd Maple; can use some No. 1 common.
1-inch quartered White Oak.
Please quote us.
ROSS LUMBER CO.,
Jamestown, N. Y.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1 1/2, 2 inch Chestnut first and seconds.
1 car each 1 1/2, 1 1/2, 2 inch Hickory first and seconds.
10 cars each 4x5-6 foot or 12 foot Hard Maple
10 cars W. Oak Bill stuff
100 cars rating, all kinds.
What is your specialty?
We reach every part of the United States.
Address: Hardwood Dept.,
AMERICAN LUMBER & MFG. CO.
Pittsburg, Pa.

WANTED-FOR SPOT CASH.

A few cars of quartered white and red oak, all grades, 1st and 2nds and common. Also chestnut, poplar and ash. Address
O. E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED FOR CASH.

White pine and cherry logs and lumber. Correspondence invited.

EAST ST. LOUIS WALNUT CO.

East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade
100 M feet Red and White Oak, any thickness and grade
30 M feet 1 to 4 inch, 1st and 2nd Hickory.
FINK-HIDDLER CO.
Ashland Ave. and 22nd Street, Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.
LELAND G. BANNING
Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.
CINCINNATI HARDWOOD LUMBER CO.
Station "S," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds
Quote prices delivered f. o. b. Cincinnati.
DUELMER BROS.,
Cincinnati, O.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
Will inspect at shipping point and pay cash.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St., Buffalo, N. Y.

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-WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash.
H. A. LANGTON & CO.,
Terre Haute, Ind.

WANTED.

Large quantities of Poplar electric wire casings for export. Will pay cash. Address "CASING," care The Hardwood Record.

WANTED.

Shipping cut plain Red or White Oak 1, 1 1/2, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.
DUELMER BROS.,
Cincinnati, O.

WANTED.

Walnut lumber, all thicknesses green or dry. Inspection at mill points. WALNUT LUMBER CO.,
Indianapolis, Ind.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Cypress, 1sts and 2nds, 1 1/4, 2, 3 inch; selects, 1 1/4 inch.
 Red Gum, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch
 Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch.
 " " " " common, 1 1/4, 1 1/2 inch.
 " " " " plain sawed, 1sts and 2nds, 2 1/2 inch.
 White Oak, " " " " 1sts and 2nds, 1 to 4 inch.
 " " " " quartered, 1sts and 2nds, 1 to 2 inch.
 Yellow Poplar, 1sts and 2nds, 1 to 4 inch.
 " " " " 1sts and 2nds, 4x4 to 8x8 inch.
 " " " " common, 4x4 to 8x8 inch.
 " " " " selects, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. We'll send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
 Buffalo, N. Y.

LUMBER FOR SALE.

FOR SALE.

Five hundred thousand dry 3/4x1 1/2 inch cypress lath
 THE WHEELER CYPRESS LUMBER CO.
 Portland, Ark.

HICKORY—HICKORY.

We want 2 1/2 inch hickory plank. Will accept green from saw and pay cash. Also want 2 1/2x2 1/2x40 inch hickory squares.
 TOWNSEND & THOMPSON,
 N. Manchester, Ind.

FOR SALE DRY CUM.

Direct from mill at Caruthersville, Mo.
 100 M feet 5-4 Clear Saps.
 150 " " " Common.
 100 " " " Shipping Culls.
 125 " " " 4-4 Clear Saps.
 200 " " " Commons.
 100 " " " Shipping Culls.
 We have favorable rates to all points east and west, and can sell this stock cheap.
 THE FARRIN-KORN LUMBER CO.
 Cincinnati.

DID IT EVER OCCUR TO YOU

That we could sell you *will-made* lumber in white or red oak, poplar, gum, etc., at the right prices? We also make a specialty of *car stock*.

A. R. VANSICKLE & SON,
 Tamms, Ill.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIS & CO.,
 Louisville, Ky.

FOR SALE—DRY LUMBER.

Arkansas Red Gum, in all grades.
 Oak, plain sawn red, 1st and 2nd.
 Oak, plain sawn red, common.
 Poplar, 1st and 2nd.
 Poplar, common.
 Poplar, cull.
 Oak, plain sawn white, 1st and 2nd.
 Oak, quarter sawn white, 1st and 2nd.
 Oak, quarter sawn white, common.
 Oak, quarter sawn white, strips.
 3x8 and 3x10 Red Oak bridge plank.
 And anything in line of hard woods.
 J. V. STIMSON,
 Huntingburg, Ind.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
 100 M ft. 1-inch log run Soft Maple, on grades.
 3 ears 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
 20 M ft. 1 to 2 inch log run Walnut.
 100 M ft. 1 to 2 inch cherry, all grades.
 This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or cherry. Please send us your inquiries.

ROSS LUMBER CO.,
 Jamestown, N. Y.

WANTED.

1 inch cull and better plain and quartered
 1 1/4 inch common and better **WHITE OAK.**
 Can take mixed cars.

Borcharding Lumber Co. Allas Bank Bldg. Cincinnati, O.

FOR SALE.

5,000 feet 2 1/4x6 inch and up 1sts and 2nds quartered White Oak.
 4,000 feet 2 1/4x6 inch and up 1sts and 2nds quartered White Oak.
 9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak.
 700 feet 3 1/2x6 inch and up 1sts and 2ods quartered White Oak.
 Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.
 EMPIRE LUMBER CO.,
 1142 Seneca St., Buffalo, N. Y.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.
 KELLEY LUMBER & SHINGLE CO.,
 Traverse City, Mich.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
 200,000 ft. 1-inch log run Chestnut.
 50,000 ft. 1-inch dry common quartered Red Oak.
 75,000 ft. 2-inch common and better, shipping dry, White Oak.
 20,000 ft. 1-inch, dry, mill-cull Walnut.
 NORMAN LUMBER CO.,
 Louisville, Kentucky.

TIMBER PROPOSITIONS.

FOR SALE.

2,500,000-acre grazing and timber tract near Mexico City, Mexico; 1,500,000 acres grazing land, 1,000,000 acres oak and Pine timber, will cut 10,000 to 30,000 feet per acre. The Pine equal to Michigan White Pine for sash, doors and blinds. Price 75c per acre; 40% cash, balance long time. A good and safe investment, or for a combination of lumbermen as a saw mill location. For further particulars write GEO. GRAUL, 317 Edgar St., Evansville, Ind.

WANTED TO PURCHASE CYPRESS STUMPAGE.

Must be large and of the very best character of timber, accessible to either railroad or river.
 BLANTON-THURMAN LUMBER COMPANY,
 Memphis, Tenn.

BARCAIN IN LA. AND MISS.

100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 9,000 feet per acre. Full particulars and blue prints from

WILLINGMYRE & RHODES,
 Saline, Mich.

WANTED STUMPAGE.

Oak and poplar timber on a stumpage basis at price per M as logged or will join parties owning timber and will put in equipment and manufacture on basis of division of profits. Give estimate of timber of different varieties, location of tract by streams, mountains, towns, etc., so we can locate on Gov. topographical maps and estimate of cost of logging and delivering to railroad.
 "TIMBER LANDS," Hardwood Record.

MACHINERY.

WANTED.

40 tons 16-lb. Trail (relay) with necessary splices. Also second-hand log skidder. Must be cheap for cash.

BENNETT HARDWOOD LUMBER CO.,
 Memphis, Tenn.

FOR SALE.

One band saw mill, Stearns make, nine-foot wheels, four twelve-inch band saws, filing room outfit, complete, all in good condition, practically new. Price \$1,200 f. o. b. Mattson, Miss. Address
 ROUNDWAY MFG. CO.
 Mattson, Miss.

FOR SALE.

A complete outfit of sawed hoop making machinery, best made; used only eight months; better now than new. Will sell at a bargain. Just the outfit to add to a saw mill. Inquire at once.
 GOTSHALL BROS.,
 Archbold, Ohio

FOR SALE, SECOND HAND MACHINERY

One 60-in. x16 ft., 80 H. P. tubular boiler.
 One 12x24, 50 H. P. slide valve engine.
 One 48-inch two block, with Knight dogs, Sturker-Davis carriage.
 One 36-inch heavy iron frame rip saw.
 One saw husk.
 Two circular saws.
 All of the above first-class machinery. Address,

WM. L. BROWN,
 Mitchell, Ind.

WANTED—BAND SAW MILL.

Will purchase complete band mill of at least 20 M capacity delivered F. O. B. Memphis, Tenn. Give full description and very best price, make of machinery, how long it has been used and condition.
 "MACHINERY," Hardwood Record.

WANTED, AT ONCE.

Complete second-hand Band Mill. Must be modern in equipment. Advise with detailed description and price. Address

J. V. STIMSON,
 Huntingburg, Ind.

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—MACHINERY—Second Hand Circular Saws

good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Bolter, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 20 H. P. Postable Engine, one Knight's U. Milk, one Knight's T Mill, one 30 inch two Fay Tenoners, one Fay Moulder, one Fay Mortise one er, two 8 H. Self-feed Pumps, one 10 H. P. Emery Wheel Standing Machines, one one Knut's Besttail Double Shaper, one 24 one Fay Surface, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-walker, One Coldeanna 30 Hand Saw
 THE MILLER OIL & SUPPLY CO.,
 Indianapolis, Ind.



WANTED!

We are in the market for dry quarter-sawn white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
 Manufacturers Hardwood Flooring,
 Lyons, Ky.

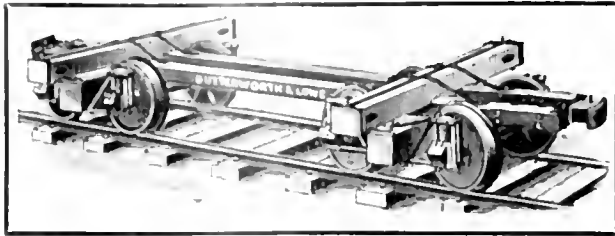
FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 3 1/2-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange for desirable purchaser. Address "F" care
HARDWOOD RECORD.

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.

ANN ARBOR RAILROAD

AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-
NEE AND MANITOWOC, WIS. To all Points in OHIO, PENNSYL-
VANIA, VIRGINIA AND ALL EASTERN POINTS. : : :

The Favorite Route for Lumber Shipments.

First-Class Passenger Accommodations.

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Com'l. Agent
Ann Arbor R. R.

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MORE
WORK
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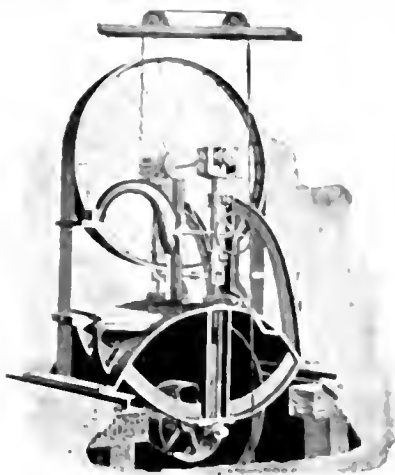
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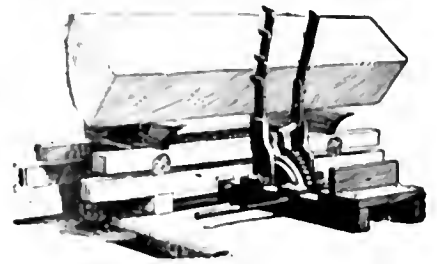
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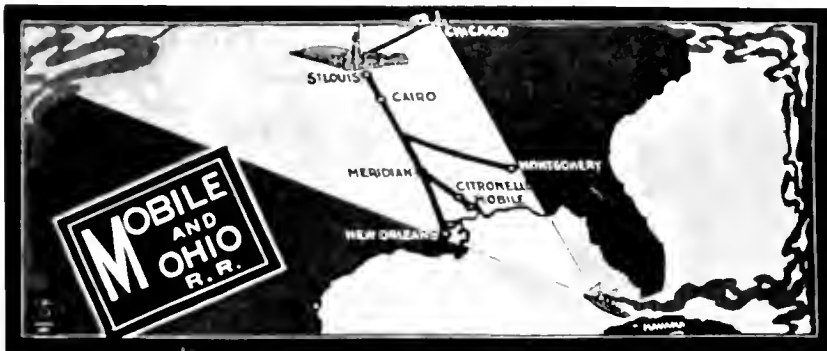
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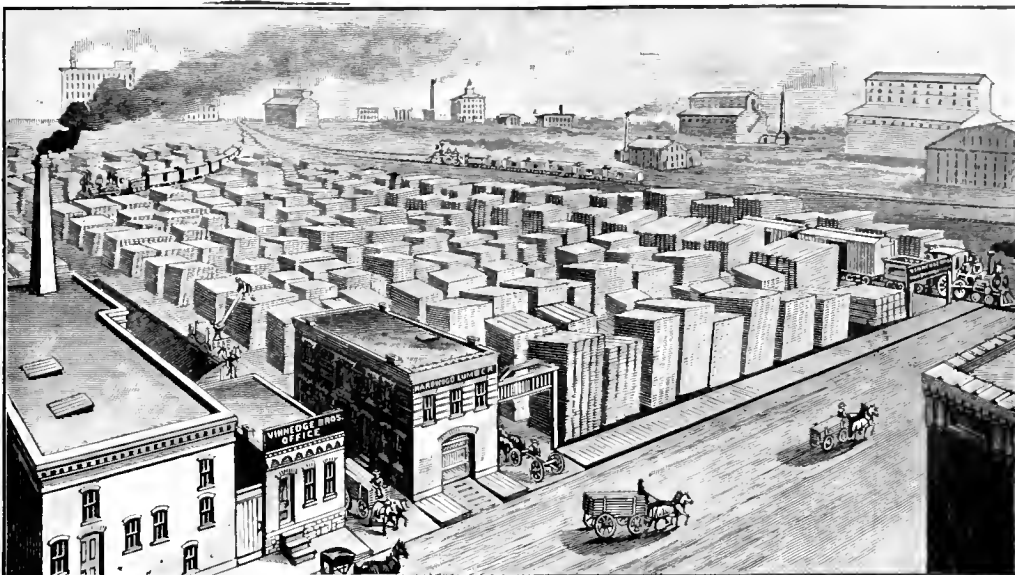
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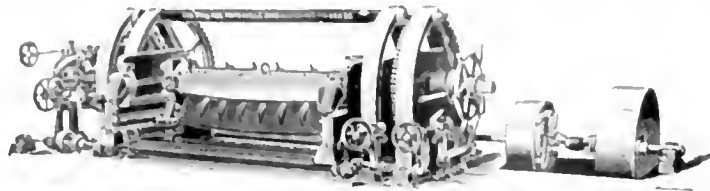
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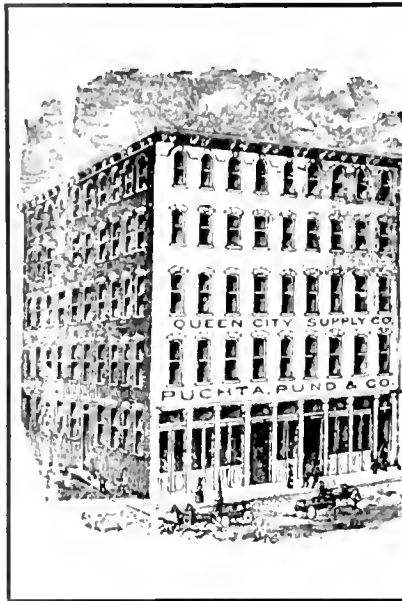
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Vol. XVI.

CHICAGO, JULY 10, 1903.

No. 6.

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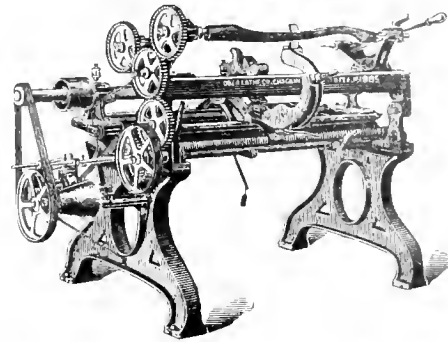
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MANUFACTURERS AND EXPORTERS **BLACK WALNUT LUMBER** EXCLUSIVELY.

THIN STOCK A SPECIALTY:
Always on the Market for Good Walnut
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Ample Stock from 3/8-inch up to 4-inches
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Write or wire us when the subject
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80 M feet 1 inch Log, Rim, Red Oak.
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Our mill at Crandon, Wis., is the largest hardwood belt of the State.
This is only part of our stock. Write us when in
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Flooring, Bed Slats, Bed Posts, Curtain Pole Stock, etc. Spokes: Club turned Oak and Hickory.

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WE HAVE IN STOCK
 500,000 Feet White Cane Ash.
 1,000,000 Feet Plain Red Oak.
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 Manufacturers and Dealers in
Gum, Oak, Ash
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 Mills at De Valls Bluff, Arkansas.

INCORPORATED 1902.

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Plain Red and White Oak.

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THE HARDWOOD RECORD

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CHICAGO, JULY 10, 1903.

No. 6

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

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ENTERED AT CHICAGO POST OFFICE AS
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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 26

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 dull business months of July and August bid fair to pass comfortably to the business world this year. There bids fair to be enough of business doing to carry the business houses through the hot season without necessitating any serious reduction of the working force, without there being enough doing to cause any undue rush or bother. The business man will have time to take his customary vacation and can let his employes off in sections to take theirs. And they may all rest well, with the assurance that there will be a good, fair fall's business.

We consider that the business of the country in a most satisfactory condition. That feverish rush which characterized business in several recent seasons is not in evidence. Things are moving calmly, steadily and yet vigorously along. Orders are not coming in at a tremendous rate and without solicitation, but they can be secured at a reasonable expenditure of effort and can be filled within a reasonable space of time and without distressing effort. And with the fever of undue prosperity has gone the fear and danger of a sudden collapse. Business is on a comfortably profitable basis, where we wish it might always stay.

As a natural result of the changed condition prices of almost all kinds have been declining steadily for some time past, the length of time during which the decline has been in progress varying in different products from a few weeks to a full year. But this decline is not an unmixed evil, and that it has come gradually and steadily instead of suddenly is a matter for congratulation. The feverish rush of the few preceding years had carried the prices on everything too high, and there had been uneasiness lest they collapse suddenly and ruinously. Any untoward financial event would have precipitated such a collapse, and the best that the business world could hope for was that there would be no untoward event and that a proper level might be reached through a steady and healthful decline, and that is what has happened, or is happening, in almost all lines.

The business world is now in the position of an equilibrist who had erected a dangerous pyramid of bottles, and after balancing himself on top for a while has begun his descent, bringing his structure down with him safely and without jar or breaking, and has reached a point where all danger of a smashup is past and

the solid earth within easy reaching distance.

There is an occasional exception to the general rule of lower values, it is true, but if you will compare the prices on almost all staple articles with those of a year ago you will be surprised at the reduction that has been made, and all so gradually and steadily that the decline has scarcely been noticed.

And we really believe that business is being done on as profitable a basis as during the times of higher prices and more unnatural conditions. There is always an element of waste where business must be pushed beyond its natural limit, and after some of our feverish seasons of abnormally high prices a good many business men were surprised to find how small their profits had really been. Prices in most lines are below the highest mark, but to our belief business is in better and more satisfactory condition at present than at a similar period in recent years.

The weather of the past three weeks has been most favorable to growing crops and the prospect of a bountiful harvest is much improved, and that we will have such a harvest is now reasonably assured. The prices on cattle, hogs and grains are considerably lower than at this season for several years, but are still abundantly high to assure the farmer of a good margin of profit.

There seems no threatening clouds in the financial skies. Wall street still has its load of "undigested securities," but for the past year they have been steadily going down, down, down in price, and bid fair in a short time to get to a basis where the public will be willing to digest them. These "undigested securities" were for a long time, and to some extent still are, a grave menace to business prosperity. If for any reason the market had collapsed suddenly a panic of greater or lesser seriousness would have resulted. The gradual decline, however, has enabled all interests to protect themselves, and the danger from that source is not nearly so acute as it was.

Neither is there at this time anything in the political situation which seriously threatens business. It is now almost assured that the presidential campaign next year will be fought on issues of such character as not to interfere with business. At the present time it really seems that it will be difficult to scare up an issue of consequence. The silver question seems

and the lumberman, the people for the most part, are in favor of the United States inspection system. The opinions of a few persons are in opposition to the United States inspection system, but in addressing the public, the lumberman has to catch every eye, and the trusts of interests are not so particular. Some of such a character, however, if their business does not prosper, will be lost.

There has been a great amount of talk about the labor question of late, in spite of all the agitation there has been a time in recent years when the country was more nearly free from serious labor complications.

Conditions which prevail in general business fairly represent conditions in the hardwood lumber trade. Hardwood lumber was one of the last commodities to advance in price and it was held up well. It followed other lines up and is in the rear on the descent. Prices are today not far from the top and any decline will be slow and steady. There is nothing in the present situation to warrant the expectation of any sudden fluctuation.

So the hardwood lumberman may go away on his vacation this year in a serene state of mind, which should be conducive to rest and enjoyment.

NO BACKWARD STEP.

We very much doubt whether, when the movement for the unification of hardwood inspection which resulted in the organization of the National Hardwood Lumber Association was started, there was any man in the trade who had any clear conception as to where that movement would lead. There was so much of confusion existing at that time such a fog of jealousy, of distrust, prejudice and resentment that no man could see clearly. That all the warring and discordant factions could be brought to agree upon a set of rules for grading and measuring hardwoods, and to work harmoniously together in interpreting and applying those rules, was scarcely conceived to be possible. That a few interests might be got together was as much of progress as the mind of even the most progressive of the hardwood lumbermen could conceive at that time. That the manufacturers, dealers and consumers of the West, the East, the North and the South, and the buyers of European countries could be brought to work harmoniously together, was scarcely dreamed of. It is only by looking back to the point from which it started that we can appreciate the progress that has been made.

And in spite of the trouble and difficulties which have arisen from time to time we believe that there was never a work of equal magnitude which progressed more favorably and more rapidly. There has been opposition, of course, and some of it from the most unexpected sources; but there was never any scheme proposed

by a large number of people that would have met with such opposition, no matter how well intentioned, and hence, the scheme appears to be

the only lumberman having the welfare of the hardwood trade at heart should have seen the need of uniform inspection, early and long ago. The lumberman who opposed the movement in that direction has done so either because he believed that his own selfish ends were better served by unsettled conditions, or because of a sense or lack of confidence in those who were headed the movement for uniformity. And we have not the belief that the latter cause deterred many. Most of those who have refused to support the movement have given us an excuse for their action that they had no confidence in those at the head of it, but we are convinced that in most cases such a statement was made to disguise the real cause of non-cooperation, which was that they found the unsettled business conditions more to their liking. There were dealers who believed that with the profit in grade manipulation eliminated from their business their business would be ruined; and there were manufacturers who had gone past the dealers and established a profitable trade with consumers, on a basis of mixed and misrepresented grades, who feared that a well-understood and clearly defined inspection would spoil their combination. These men opposed uniform inspection, but being ashamed to give their real reason, pretended a lack of confidence in any whom the National association put forth as leaders, hinted darkly at some "scheme" that was back of it all, or gave any and every reason except the right one which, as before stated, they were ashamed to give; and there were a great many "holier than thou" people among them.

But truth is mighty and will prevail if anybody has the interest to push it to the front, and in spite of all opposition the National association, born to establish uniform hardwood inspection, has grown and flourished amazingly. If it met opposition from unexpected sources it also received support from unexpected sources. The proposition to establish a uniform and reliable system of inspection for hardwoods was so manifestly a move in the direction of great general trade benefit that any opposition that would check it must have a stronger foundation than mere personal prejudice, or pretended prejudice; and all the proceedings were so open and above board, everybody was so urgently solicited to take part and do some of the work, and it was so manifest that those even most actively engaged in the work had no possibility of making anything out of it, except as every other member of the trade might benefit by improved methods, that the opposition has gradually ceased.

The most unreasonable and unfair opposition the National association has had to contend with has been the opposition

of the American Lumberman and its predecessors of the Chicago Lumberman. At every step of its progress the National association has encountered Forebaugh's opposition, secret and bitter at all times. When the National association was first organized and planned, was bitter and strong. Forebaugh started a counter movement with the Mississippi Valley Hardwood Manufacturers' Association. When that failed he tried other means, and any hardwood lumberman who is supporting his paper today knows, or ought to know, that he is supporting the most bitter and consistent enemy the trade has.

But that is all in the past. While one could not at the beginning of the movement see far enough ahead through the fog to realize what the movement for uniform inspection would result in, it is not so difficult now. The work is going to be carried forward until the hardwood trade will wonder that there was ever more than one set of inspection rules, and until the opposition to the National rules, which has already died away to a murmur, will cease altogether. And not only is it easy to foresee the final and complete victory of the uniform rules, but it is also easy to foresee the time when the interpretation and application of those rules through the Inspection Bureau will be required as a matter of course. The present is not an especially favorable time for the Inspection Bureau, because of the fact that owing to the scarcity of dry stock the grades have, in many cases, been lowered below the National association standard, but even at that the work of the Inspection Bureau is increasing at a marvelous rate, each month making a new record for the amount of inspection done.

And it was well for the trade that the movement was started when it was and by the lumbermen themselves. The result is that they now have firmly established a system of hardwood inspection, under their own control, and which with good management will dominate the situation until the end of the hardwood business. Had they not taken hold of the work a combination of consumers would have done so. Conditions had become unbearable and someone had to act. And it is better for the lumbermen that they control the inspection.

The National association had a severe lesson last year on the unwisdom of following after strange gods. Its little experiment with the traffic department cost it \$1,500, but if it learns from that that its mission is to look after inspection matters and nothing else that it was born to do that work, and if it does it well, it has sufficient excuse for a long and prosperous existence; the money will have been well expended.

The work which the National Hardwood Lumber Association has done in the hardwood trade is a great work and of untold benefit; and every hardwood lumberman should not only support that association,

but should be proud to be identified with it.

And no backward step will be taken. The National association is moving forward to the fulfillment of its mission with a steadiness and power which is irresistible.



At a meeting of the board of governors of the House of Hoo-Hoo, held in St. Louis June 17, it was reported that about 3,000 additional members are needed to complete the membership list, and the secretary was instructed to use all possible haste to secure these at once in order not to delay any longer the construction of the building as originally designed. Great progress has been made in the matter of membership during the past thirty days, and those contemplating joining this club should not postpone action any further, but join at once. Application for membership should be addressed to George E. Watson, 1200 Fullerton building, St. Louis, Mo.

In this connection it is hardly necessary to remind the readers of the Record that the privileges of the club are available for all lumbermen and representatives of allied industries, whether they be members of the Hoo-Hoo order or not, and the building projected promises every comfort and convenience to its members.

It was further reported at this meeting that applications from many associations of manufacturers had been received and accepted for rooms to be finished with their product, and nearly all of the rooms in the building are now taken. In fact, such success has crowned the efforts in this direction that the building promises to be a more complete exposition of the commercial woods of the United States than was first anticipated.

THE SPIRIT OF LAWLESSNESS.

Law is the foundation of society. It is what has lifted man above the other animals. Law is what holds a nation or a community together, and whenever a nation or a community loses its regard for law it enters upon a career the end of which is destruction.

This nation is the most lawless, to-day, of any in the civilized world. There is less respect for, and more violations of, the law in this than in any other country with pretensions to culture.

And the lawlessness is by no means confined to what in other countries would be called the "criminal classes." In most of the European countries the recognized criminal classes are practically the only violators of the law. It is different in America. We are a nation of lawbreakers.

Many of our most dangerous and persistent violators of our laws are among our most eminent business men and financiers. Our labor unions are not by any means composed of our criminal classes. They represent a valuable element of our citizenship, fully up to the average, and yet the members of those unions think nothing of violating laws to carry their point.

A large part of the lack of reverence for our laws undoubtedly comes from the fact that many of them are dishonestly made or dishonestly enforced, and the people at large very well know it.

It is difficult to have a man respect a law which he not only deems an unjust law, but which he knows was bought and paid for. And it is becoming more and more a question with our people, not how the laws may be upheld, but how they may be violated without bringing punishment.

A law is passed in a city, for instance, providing that no frame structures shall be erected within certain limits. Now, in France or Germany or England that law would be obeyed, but in this country it is not. The business man who wishes to erect a frame building within the prescribed limits hunts up the building inspector for his district and blindfolds him with a greenback so effectively that he cannot, or at least does not, see the violation of the law he is hired to enforce. So that the law's agent for securing enforcement of its decrees becomes the chief instrument in their violation. And does the neighbor who knows of the transaction expose it? No; he condones it and laughs at it, for he is in the conspiracy to promote lawlessness. The whole country is in it.

The people have no faith in those who make or enforce the laws, and are too busy raking in the dollars to turn out at the elections and straighten things out; so they go hustling good-humoredly along depending on evading such laws as are inconvenient, and when they come against a dead wall climb over by means of a pile of greenbacks. When very large interests are at stake and evasion of a troublesome law is too expensive or dangerous, the business men make up a "slush fund" and hire the legislative body to make them a law to their taste.

And when, after a long carnival of participation in such lawlessness, or being witness thereto, it should not so shock the good people that an excited crowd occasionally thrusts the law aside and strings up a negro. There are violations of law in Chicago, and in every large city, every day, as dangerous to the public welfare as is the hanging of a guilty negro without warrant of law; and these violations are well known and those engaged in them not only go free but occupy a position high in the esteem of their fellow citizens.

It would be amusing if it were not so shameful to see a man who has been for years violating the laws in a cold-blooded

and corrupt manner, hold up his hands in horror because some excited people, under severe provocation and with his own example of successful lawlessness before them, hang a man for violating the law and hang him without the trouble of going through a trial. The respectable citizen who has been for years violating the law, not under the spur of excitement, but cold-bloodedly and viciously, and for his own profit, is the greater criminal.

The disease which produces lynchings is not local. It is constitutional. It permeates the entire body politic.

We are a lawless people. We have for years been planting the seed of which these horrible lynchings are the ripened fruit.

And we must consider, not what condign punishment we may visit upon the lynchings, so much as what we may do to bring up the rising generation with a wholesome veneration for the law. It is useless to keep cutting out these ugly sores when they break out. We must purify the blood so that the sores will be impossible.

COLLEGE OF FORESTRY TO BE DISCONTINUED.

On June 17, at its annual spring meeting, the board of trustees of Cornell University decided to suspend instruction in the New York State College of Forestry. This action was brought about by Governor Odell's veto of the annual state appropriation of \$10,000 for the maintenance of the College of Forestry, as noted in the June number of Forestry and Irrigation. This suspension, the trustees add, will hold until the state sees fit to provide means for again taking up the work. Meanwhile all appointments to the instruction force, including that of the director, are vacated.

The act of the governor in vetoing the appropriation came as a direct result of the report of the legislative committee appointed to investigate forest conditions in the Adirondaeks, and while some of the points of criticism of operations on the college tract embodied in that report were well taken, it is regrettable that their consideration should have had the drastic effect of closing the forest school, which was annually preparing a number of trained foresters at a time when the need for them is daily growing more apparent. It is also to be regretted that the trustees could not see their way to continue the work of the school on their own responsibility until they could put it on such a basis as would again commend it to the state authorities and to again receive state aid.

Edward Hoover of Hooverhurst, Pa., and John DuBois of DuBois, Pa., have purchased a tract of 2,000 acres of white oak and hemlock at McGinnis Run, near Greensburg, Pa., from Michael Burns of Bristol, Pa.

A MAN OF PROGRESS

CYRUS L. ADLER, OF CHICAGO, ILL., HAS PURCHASED THE MILL AND FACTORY OF THE GINNIEH FURNITURE MANUFACTURING COMPANY, WHICH WAS SUCCESSFULLY OPERATED BY THE LATE C. L. ADLER, FORMERLY OF CHICAGO, ILL., AND LYONS, KY., AND LOUISVILLE, KY.

Mr. Adler comes pretty nearly to the mark of a "good product," he having been in New Rochelle, Pa., shortly west of Chicago, in 1865, and he has been educated entirely in the Chicago schools. He graduated from the University of Chicago with honor and began his business career by entering the mercantile business with his father, who was operating in a small way. A few years later he entered the employ of the Messinger Hardwood Lumber Company of this city as a bookkeeper. He rose rapidly and steadily, until, when he resigned four years later, he was holding the position of manager at about as high a salary as a hardwood lumberman ever drew in Chicago.

But Mr. Adler had decided that he would rather paddle his own canoe, even though it was a small one, so he embarked in the hardwood lumber business in Chicago under the style of C. L. Adler.

For a time he devoted his attention entirely to buying and selling, but as he prospered he entered the manufacturing field. In a quiet but surprisingly rapid way his prosperity increased until he was operating as Adler & Foote at Orleans, Ind., and Adler Lumber Company at Lyons, Ky., at both of which places he owned and operated mills, in addition to his wholesale business in Chicago.

Later he enlarged his Lyons (Ky.) plant by putting in a large plant for the manufacture of oak and parquetry flooring. This business grew to such dimensions that he closed out his interests at Chicago and Orleans and removed his headquarters to Lyons. Here his prosperity continued, and now he has made another step forward. He has purchased a building in Louisville, which he has gone to work with his accustomed energy to enlarge and equip with the most modern machinery for making small organs. Speaking of this deal, the Louisville Courier-Journal says:

The factory at present occupied by the Ginnieh Furniture Manufacturing Company was sold yesterday to C. L. Adler of Chicago, who will establish in the building a large factory for the manufacture of small organs. Two hundred and fifty men will be employed and about 125 families will be brought to Louisville by the new factory.

The Ginnieh factory is located at Twenty-ninth and Chestnut streets, and is 210x350 feet. It was owned by the Third National Bank of Louisville, which made the sale, and was formerly occupied by Bennett Bros. as a furniture factory.

Mr. Adler, the new purchaser, has been in the city for several days trying to close the deal for the plant. He left last night for Chicago, but before going told something of the new factory. He said, "I would have been trying to get a location in

Chicago, but I've decided to come to Louisville, and of the factory, which I have bought. After some delay, the factory made me an offer, and I accepted it at once. I passed the head of the new company, who is going to build a new factory at Thirty-first and Chestnut streets, and they wanted sixty acres of land, which to build the new house. I said, "We must have his place in Louisville, and he said it was impossible to have the building to be erected in that time. I said, "We would see to it that the building was up in that time, and he at once signed a contract agreeing to give possession in thirty days. We will have the thing up, too, in that time."

The factory will manufacture only small organs, and the output will be fifty per cent. The entire output is already sold for the first five years to Sears, Roebuck & Co., so I am not worrying any about the selling of what we make."

Mr. Adler says the new factory will be



CYRUS L. ADLER, LOUISVILLE, KY.

a large one and that the present building will be largely improved and changed. He said they would begin work within thirty days, and that shortly after that they would be manufacturing organs at a rapid rate.

Mr. Adler is a difficult man to account for. To meet him as a stranger and spend an hour or two in his company you would get the impression that he was a philosopher rather than a business man. You would find that he has thought deeply and to good effect on almost all subjects, that he has read extensively and with good judgment, and that he has original ideas and strong convictions based on sound logic, you would find him pleasant, humorous, and well informed, with apparently an abundance of leisure, and on leaving him would express the belief that he was a gentleman and a scholar. But you would not guess that he was a remarkably successful business man. One usually expects a successful young business man to

be "very good" in the "old steam" occasional and to get on with Mr. Adler, quiet. "It continued would fool you for a while, but you would count and he has most of the results to show."

Mr. Adler is a young man being but 37 years of age, and his future is full of promise. But even so he is a most likable man and has many friends as any man in the hardwood trade. "Cy" Adler is a universal favorite.

There is only one possible objection to Cy, and that is a matter, too, over which he has control. He is not married. On the contrary, he is single, and unless something is done soon we fear he will become an old bachelor. We have reasoned with him on this matter, and he has admitted that he is in the wrong, and has promised to take some steps in the matter, but he never has.

NEW NAME TO AN OLD HOUSE.

S. Burkholder Lumber Company is the new name of an old firm in the hardwood trade. Most any and everybody that has to do with the buying or selling of hardwoods will have no difficulty in naming its predecessor. Mr. Burkholder was for so long a time the chief and active head of the J. P. Walter Lumber Company of Crawfordsville, Ind., that the two names became sort of interchangeable, and it seems now only a step from the old name to the new. Mr. Walter's death a little more than a year ago made it necessary to wind up the business, which has finally been accomplished. In the meantime Mr. Burkholder succeeded in arranging satisfactorily to all concerned for the continuation of the business, and while closing up the affairs of the old concern directed his efforts along the same lines for the benefit of the new institution. There will consequently be no chasm in the business through the change of name.

MR. LEWIS IN A BIG DEAL.

H. B. Lewis, who was succeeded by E. G. Rust in the management of the Elk Rapids Iron Company, Elk Rapids, Mich., as announced in last issue of the Record, resigned that position after a service of twenty-one years, to take charge of the Cuba Products Company, which has recently been organized with a capital stock of \$300,000, to lumber and improve 80,000 acres of timber and grazing land in Santiago province. The land is eighty miles from Santiago, which is traversed by the Van Horn Railway System. A station will be located at some central point on the land, which will be named Lewiston, in honor of the manager of the business. The products of the company, as is announced, will include nearly everything, but the pioneer work will be the lumbering and clearing of the lands. It is an expansive proposition and more to be said about it will be left for a future issue. Mr. Lewis resides at Ypsilanti, Mich., for the present.

The Man About Town.

BY C. D. STRODE.

AN IMPORTANT DISCOVERY.

In hot weather I always seem to get rattled and sort of lose my grip on things. My vitality seems to run low at that time of the year and I become uneasy about everything. You see we all are really in a very precarious position when you come to think about it. Of course if a man is an ignorant man and believes that the earth is flat and that the sun revolves around it and that the Almighty is sitting up nights studying how he may advance his (the man's) interests, he may slip through the hot season without much worry.

My trouble comes largely, I believe, from the fact that I know too much. And that's another thing that worries me. If a man is ignorant he can educate himself; but once he is too highly educated he is beyond repair. There is nothing he can do to uneducate himself. He is educated and that is all there is to it. He's just got to grin and bear it. He can go out and get drunk and forget it for awhile, but he must get sober sooner or later and then it all comes back to him and makes him miserable.

They are carrying on a discussion in the Chicago University, or were a short time ago, as to whether it is not a mistake to give a man very much education. One of the professors delivered a lecture, so the papers say, in which he took the ground that the comparatively ignorant man is happier than the highly educated man. And when you come to follow his logic it seems reasonable.

For instance, he states that the man who is highly educated in music can get enjoyment out of nothing but the finest kind of music—which he rarely ever has an opportunity to hear. Ragtime music and such like is not only not pleasing to him, but it really gives him acute displeasure to listen to it. All kinds of music sound alike to the ignorant man, however, and he can even get enjoyment from listening to a hand organ.

Or, again, he says, the man with the highly educated palate cannot enjoy coarse and common food, such as corn beef and cabbage, tripe and onions, and so on, but must have something strictly first class. And if he happens to be poor he doesn't get an enjoyable meal once a year. The man of uneducated palate, however, can eat and enjoy everything. All is grist that comes to his mill and three times a day he may have a feast on anything from turnips to terrapin.

And again, he says, the man with the highly educated sense of proportion, of color, perspective, etc., which goes to make the painter or sculptor; what of him? Has he added to his chance of happiness by

his culture? The professor thinks not. Most of the painting, architecture, etc., of the world grates on him. But few things have that perfectly blending harmony of color and outline which can alone give him pleasure. Even the features of his friends and relatives give him pain because of their lack of beauty.

But the highly educated sense which is most often outraged in this coarse and somewhat vulgar world is the sense of smell. We will not particularize in this matter, however.

In fact, the professor concludes that to the highly educated man but few things bring pleasure. Either they don't look right, or taste right, or sound right, or smell right. To such a man perfect enjoyment is practically impossible. He may, perchance, once in a long while, hear, for instance, a perfect piece of music; but the chances are that the musician producing it offends the sight of the highly cultured individual we have under discussion. Or if there is nothing in the occasion to offend the sight or hearing of the highly cultured soul—if through an excess of good fortune everything is beautiful and harmonious, the chances are that he will find that one of his neighbors smells of sweat or beer or onions or something of that kind.

So the professor argues that the highly educated man has less chance of enjoyment than the coarse and common man who enjoys hearing any kind of music, eating any kind of food, drinking any kind of liquor, looking at any kind of a picture or smelling most any kind of a smell.

And to a certain extent I believe the professor is right. A man may have too much culture for his own good. The less cultured man may be the happier, but the trouble is that he doesn't know how well off he is. He believes that what he needs to make him still happier is more culture, more education, and he keeps at it until the first thing he knows he knows too much and can't forget any part of it.

It is but little trouble for a man to forget that which he wishes to remember, but it is very hard to forget that which he wishes to forget.

Did you ever try hard to forget a thing? And isn't it true that the more you tried to forget it the more you remembered it?

Now, if I could forget a lot of my knowledge I'd be better off. A little thing will please a fool and the further a man advances in knowledge the more difficult he is to please, and he may finally reach a point where nothing at all gives him pleasure. I do not say that I have reached such a point as that, but somehow I don't seem to enjoy myself as I'd like to. I get along fairly well during the cool and

bracing months of the year, but during the hot weather I become oppressed with a vague but heavy sense of insecurity, loneliness and weakness, and I cannot but envy the cheerful man who goes about interesting himself in his little trivial affairs, and taking no responsibility upon himself concerning the welfare of the universe.

The discovery of radium was a positive shock to me. I had a theory of matter all figured out in a comfortable and positive manner, and upon this theory I had accounted for the universe and had, as nearly as possible, dismissed the matter from my mind. I cannot endure to be surrounded by that which I cannot understand, and I had everything pretty well accounted for, and here comes the discovery of this remarkable substance which overthrows all my carefully constructed theories completely, and leaves me all at sea again. And right at the beginning of this desperately hot weather, too.

And here we scientific men are all at sea again without chart or compass. Everything knocked into a cocked hat and the thermometer 95 in the shade. I tell you that the man who believes the world is flat and is resting on a rock is to be envied.

For it seems that through the extraordinary properties of radium we learn that the atom, which to us has represented matter reduced to its lowest terms—that the atom is not an indivisible and indestructible whole, but is, in fact, a solar system within itself, in which myriads of infinitesimal planets revolve around an infinitesimal sun; and it is by no means unreasonable to suppose that those little planets are inhabited by infinitesimal creatures who have labor troubles and trusts to contend with and who go about grumbling because of the hot weather.

And worse still, there is reason to believe that our solar system consists merely of the component parts of some atom, in some gigantic scheme of construction, which in connection with other atoms makes up, maybe, a bit of dirt under some giant's thumbnail.

The Atomic Theory is gone; the Law of Gravitation is toppling; and the whole superstructure of theory built up by the scientists to account for things is coming down with a rum.

And the thermometer is 95 in the shade.

And the man who believes the earth is flat and rests on a rock goes tramping around as cheerful as you please.

I also find that I am weakening in my support of another of my favorite theories. I hope and believe, however, that this is a temporary condition, due

I have been reading the history of the Standard Oil Company, as published in McClure's Magazine, and of course there was an institution erected upon a just and bold and strong-arm methods generally, the Standard Oil Company is "it". The whole history of this corporation is but a record of competition lured into security by solemn pledges, which later were deliberately broken, and which, indeed, were apparently made with the intent to deceive; of railroads lured and leg-shames intimidated.

And yet the Standard Oil Company has prospered and prospered amazingly; and today, in spite of the fact that their dishonest and vicious practices are well known, there seems no flaw in their prosperity and it furnishes the rising generation with an eloquent object lesson upon the profits, the results, the position and consideration to be secured by dishonesty, trickery and downright thievery, when carried on by men of first class ability.

And here we have the Chicago University, a magnificent institution created by a small portion of the ill-got gains; an institution which no young man or young woman can attend without having it forced upon their minds that thievery and oppression and extortion pays. And John D. Rockefeller, Jr., the heir to all the ill-got millions, is a leading light in church and Sunday School work; a brazen, shameless, but generally honored, advocate of the pure and beautiful doctrines of the Christian religion.

These things look wrong to me at present, but I expect it is the hot weather. Of course they would look wrong to me at any time, but I believe I would not be discouraged over the outlook were it not the summer season.

Another thing which I have been following in a magazine is the series of articles which Lewis Steffens is writing upon municipal corruption in a number of our large cities. I don't see what a magazine wants to publish such stuff in hot weather

when the people are so much upset and so much discouraged. There are a great many of those articles which have been published by the Chicago Tribune, and the statements made are true, as far as they go. There is no doubt as to the fact that they just put on thoroughly accurate statistics, and which are made to pay severely for publication. But no denial has been attempted.

Of course we have all known, all the while, that there was more or less "funny business" in the management of city governments, but that conditions are as bad as they are, that the thieves divide, in many instances, their profits with the police, and that there is a regularly organized system for making the division, a system having the approval and sanction of men standing high in the community, that a miserable tribute is collected from the lowest forms of vice to line the pockets of the dishonest and disreputable creatures who rule us; that hoodling is carried on so openly and brazenly by men purported to be clean Christian gentlemen; that the votes the people cast are handled so that they had as well not be cast; that the people are robbed and betrayed, openly and boldly, and are jeered at for their helplessness, all that was news to me—and that's a fact.

And those engaged in this work seem strong enough to carry it right along. The people get aroused for a time and make an awful row. When they are in this humor the "grafters" simmer down. But the people get busy in a little while and forget, and then the grafting is resumed just where it was dropped and goes merrily on.

And to the man who believes that in the end the right prevails, and that there is no profit in evil-doing, these things are, to say the least, disconcerting.

And with such object lessons of the success which can be made to attend the violation of all laws both human and divine, and the exemption which the rogues enjoy, may, more the honor and esteem in which many are held, who is to wonder at the contempt for the law which is growing up all about us? What is there in present conditions to instill into the heart of the young man that wholesome reverence for the laws and respect for those who make, interpret and enforce them, which is so essential to the welfare of a nation?

The young man growing up to-day knows that many of the laws under which he lives and moves and has his being are evil laws, laws that were bought and paid for with unclean money, and that those who enforce the laws are venal and low—utterly low.

And the question occurs to me—may, it weighs upon me and presses me down this hot weather, whether, along with the

the people have any chance at all of prospering, and if not, what can be done to prevent the things which are so rampant of the right now from being a confusion of the wrong and the right.

And I don't know I don't mean anything but what you know. It's the fact that anything else. For the things which can be bought and sold are not, and God's laws are not, and of men. The wicked may prosper for a while, but in the end they will be overthrown.

The fact that a good many miss is that God's law deals with conditions, taking slight account of individuals, save in the case of a offender when I was a boy and heard for the first time that the "sins of the parents shall be visited upon the children," it seemed unfair to me. But such is the law, as we all know.

A wicked man may, by pursuing a dishonest system, prosper exceedingly and may even live his whole life and die in the midst of his prosperity. But in the end the dishonest system will fail and its fruits be wasted. Nothing is more certain than that.

Rockefeller may live his life out and go to his grave with all his schemes prospering, but though he leave all his millions for the purpose of building up the Chicago University, they will not be enough to make it a great and permanently successful institution.

For in the end the law of justice and right must have its way. Law is the force which holds a nation together; and when a nation loses its regard for the law, as this nation is doing, and attempts to prosper lawlessly, it must either reform itself or pass away. That is one of God's laws, vindicated in the history of all nations.

And this country will reform itself. It is too young and strong and virile a nation to perish in a sea of lawlessness. And when it sees that it must return to live by the law, or perish, it will return. For no nation can live that does not venerate law.

And when the people return to a proper respect for law and justice and right, the Chicago University will fail, and all the Rockefeller millions will not avail to save it. And I do not care how much business ability be expended in guiding its course—it will fail just the same. For the first lesson it teaches is that if the university succeeds thievery, injustice and rascality can be made permanently successful. And when the people have reformed themselves they will not want their young men to receive such a lesson. Rather they will want them taught that thievery, injustice and rascality can produce nothing good. And the blight of ill-got money will have to be removed from the university if it is to live, and that seems impossible.

* * *

A breeze from the lake has sprung up

since I began this article, and my faith and belief are coming back to me, strong and vigorous, as I knew they would.

And we come happily to the conclusion that the atomic theory and other theories we've been worrying about don't matter so long as God reigns.

And the man, burdened by little knowledge, who goes tramping cheerfully about in the belief that God will take care of him, has not so much the better of us after all.

For all our little paths of learning lead us to the same belief.

FROM AN AUTHORITATIVE SOURCE.

J. B. Shults, manager of the big hardwood saw mill plant of the Chicot Lumber Company at Blissville, Ark., and a stockholder in the company, was at the headquarters of the company in the Fort Dearborn building in this city for a few days this week. Talking of the hardwood situation, Mr. Shults presented the argument that there would be but little depreciation in prices, because they had reached the present stage not only on account of a good demand, but as much by reason of increase in cost of production. He stated that stumpage values had been doubled within the past five years and that feed, labor and everything that entered into the cost of the manufactured product had advanced within the last year or so in a proportionate extent. He says so far as the Chicot Lumber Company is concerned they have a fine and large stock of dry plain and quartered oak and are making more of it at the rate of 70,000 feet a day, with the idea, above expressed, that it will be worth more money before it is worth less. Mr. Shults is one of the few large manufacturers that does not talk for effect, is naturally conservative in his opinions and conceded to be a good judge of conditions all around.

INCORPORATED.

Mitchell Brothers have been succeeded in the lumber business in Cadillac by the Mitchell Brothers Company, with a capitalization of one million dollars and incorporated under the state laws. William W. Mitchell, Frank J. Cobbs and M. M. Spalding of Cadillac, Dr. W. E. Sawyer of Hillsdale and Edward Fitzgerald of Grand Rapids are the stockholders in the million-dollar incorporation, and William W. Mitchell is the president and treasurer, Frank J. Cobb is the vice-president and Edward Fitzgerald is the secretary. No change in policy or in the personnel of the office or mill forces will follow the reorganization, which came as the result of the death of Austin W. Mitchell, the senior member of the firm of Mitchell Brothers. During the past two years Mr. Fitzgerald, who is the secretary of the Mitchell Brothers Company, has been in charge of the Mitchell Brothers' lumbering operations as the general manager.

From Near and Far.

CHICAGO COMMENT.

S. W. Benbow, southern representative of the Columbia Hardwood Lumber Company, with offices in the Wilcox building, at Nashville, spent Fourth of July week at headquarters here. Sell says they have accumulated a few boards at different points down there and reports a tight situation in plain and quartered oak and a loosening up in poplars.

A. B. Garrott, Frankfort, Ind., passed through the city one day this week on his way home, after a brief resting spell along the Mississippi. He was toting a youngster around with him, the inference being that he was just practicing.

Frank Vetter was also a brief visitor in Chicago this week, on his way from the mill in Arkansas to Buffalo. Mr. Vetter was suffering with a malarial system and was making tracks for home.

Lou Lesh has entered the ranks of builders. In company with Mr. A. J. Olson of this city, they are erecting an apartment building in Memphis, Tenn., which according to the Memphis papers will be an elegant structure. The modern apartment idea seems to be a new one in Memphis and Lesh says indications point in its favor, and he is always very modest in his statements. As soon as this one is completed it will be placed on the market, and in the meantime the firm of Olson & Lesh are seeking other desirable property on which to duplicate their work.

J. D. Laskey, formerly with Crandall & Richardson of this city, recently connected himself with the firm of Ryan & McParland, wholesalers at corner of Robey street and Blue Island avenue, and will look after the sales department of that firm.

Mr. Glauoir, of the firm of E. Sondheimer Company, has sailed for a two months' sojourn in Europe. He will visit points in Bohemia and Germany, visiting his parents en route, who are living in Bohemia.

Fred W. Upham has just returned from a two weeks' outing in the far West. His official duties on the board of review will commence shortly, and he went out to rest preparatory to the ordeal.

There will be a new member on the street shortly, and if he bears as close a resemblance in action as he does in repose to his predecessor, there will be business doing. Edward A. Schoen, the youngest son of John Schoen, president of the Columbia Hardwood Lumber Company, has just finished a college course at St. Mary's Institute and has come home to

enter into the lumber business. His brother, Joseph Schoen, who has been the selling end of the business, will go into enforced retirement, for a short period at least, on account of his health, and young Schoen will take his place.

PHILADELPHIA POST.

The annual challenge game of baseball between the Lumbermen's Exchange and the Master Builders' Exchange will be played on July 22, at the Pennsylvania Railroad Young Men's Christian Association grounds, Forty-fourth street and Elm avenue. Preston B. Craig and William McLaughan are managing the lumbermen's team. They were victorious last year and are confident of repeating the trick. The proceeds of the game will be divided between the Children's Country Week Association and the Children's Sanitarium. Nearly \$300 was realized at the game last year.

Samuel H. Sturtevant, a well-known lumber dealer of Wilkesbarre and ex-vice-president of the Pennsylvania Lumberman's Protective Association, died at his summer home, a short distance from Wilkesbarre, on July 5. He was 42 years of age. He was formerly employed by the lumber firm of Sturtevant & Goff, of which his father was a member. When his father died about four years ago, the son bought out the Goff interest in the business and changed the name to the Sturtevant Lumber Company.

John F. DuBois, the "Lumber King," of DuBois, Pa., received the honorary degree of master of arts at the recent commencement of Bucknell University, at Lewisburg, Pa. Among the other recipients of honorary degrees were Admiral Charles Clark and Henry C. Frick, prominent in the coke industry.

William F. Abbott, the eastern representative of the Rumbarger Lumber Company, who was recently married to Miss Maria Heises, at Saxe, Va., has returned to this city from his honeymoon trip.

The Cherry River Boom & Lumber Company shipped 1,000,000 feet of spruce from this city to Brazil, for building operations, last week.

Eli B. Hallowell, of the firm of Eli B. Hallowell & Co., was a member of the Philadelphia committee escort to the Liberty Bell in its recent trip to Boston.

A. L. Mach has started a new saw mill at Landaville, Pa.

William R. Hughes, for many years a prominent lumber operator in the region about Hazlewood, Pa., died recently. He

of the lumber trade. The lumbermen are not only suffering from the loss of their markets, but they are also suffering from the loss of their customers. The lumbermen are not only suffering from the loss of their markets, but they are also suffering from the loss of their customers. The lumbermen are not only suffering from the loss of their markets, but they are also suffering from the loss of their customers.

Since R. W. Hill is one of the principal members of Jefferson County, the county of Olney, Pa. He is a successful merchant, and is well known in the county.

GOTHAM GLEANINGS.

Probably before this issue of the Hardwood Record shall have left the press and been placed in the hands of its readers, the labor troubles in New York City will have come to an end. Everything points to an early settlement of the lingering dispute and a hearty sigh of unrestrained relief will go up from the lumber trade of the metropolis when the happy moment comes. One of the long drawn out, unhallowed, lingering and continuous episodes they have been called upon to endure, this spring and summer's experiences surely surpass them all. But, as the poet puts it:

"We may be happy yet,
You bet!"

Just as he stepped from the Umbria last week, Gustaf Eriksson, said to be a prominent lumber merchant of Sweden, was arrested, charged with forging bills of exchange in that country. He may be returned to his native land to explain matters.

Walter Wilson Watrous, who was connected with the big retail lumber concern of Willson, Adams & Co., died late in June at Atlantic City, N. J. He was forty three years old, and had only a financial interest in the yard in question, so that he was known to but few in the trade.

A successful trip in connection with the maple flooring he represents was recently made by S. E. Kellar of No. 18 Broadway to the South. As a partial result of that little excursion to the land where the magnolia blooms, Mr. Kellar will spend the summer at an expensive hostelry at Lake Mohogee, coming into the city occasionally to keep his hands on the reins of business.

Schedules in the bankruptcy of Dechmann & Luncks, piano case manufacturers, No. 151 Eleventh avenue, show liabilities \$18,504 and nominal assets \$10,000.

William E. Paine, who succeeded to the presidency of the Yellow Pine Lumber Company, No. 16 Beaver street, last year, has sued five minority stockholders of the company for \$100,000 damages each,

and the same professes to know what is going on about it, and Mr. Paine would like to see the defendants are E. W. McCave, E. W. McCave & Son, former president of the company, Henry Werber, formerly of James S. Hirsch & Co., Charles J. Reed, Henry F. Mayer and E. F. Perry, all of the National Wholesale Lumber Dealers' Association. Mr. Paine concedes that the other big lumber concerns, the heads of which were the only ones open during the recent shutdown,

W. N. Cooper, the well known hardwood manufacturer of Asheville, N. C. has opened a New York office with H. R. Ford in charge, in the Townsend building, No. 1123 Broadway, corner of Twenty Sixth Street.

William Wheatley, accompanied by his wife and two sons, sailed from this port on July 8 by the New York for London. Mr. Wheatley is the assistant manager of the Charles Nelson Company, the big lumber exporters of San Francisco. Although considerable pleasure is likely to be derived from it, Mr. Wheatley started on a tour around the world of a business character. He will look after what cargo business is about, and will travel by way of South Africa and the Philippines.

Lumber visitors here recently included W. N. Cooper, Asheville, N. C.; W. A. Powell, Reeves-Powell Company, Ltd., New Orleans; E. V. Babcock, of the E. V. Babcock Lumber Company, Pittsburg; F. H. Young, St. Louis, representing the F. H. Smith Lumber Company of that city, and the Hardwood Export Company of Mobile, and John Scatcherd, Scatcherd & Son, Buffalo.

Uncle Sam is busy fighting a levy on some lumber now at the Brooklyn navy yard. Danner & Pell, the Brooklyn lumber dealers, want the lumber, which they had sold to a government contractor. The courts will decide the momentous question.

PITTSBURG PACKET.

The American Lumber & Manufacturing Company has just bought 1,000,000 feet of poplar and hemlock along the line of the West Virginia Central Railroad in West Virginia. The bill is to be cut and delivered F. o. b.

The H. C. Huston Lumber Company has added to its holdings in Maryland by the purchase of 3,200 acres of timber at Krug, Md. The timber is hemlock, oak and pine. The purchase was made by Jacob L. Kendall, president of the H. C. Huston Lumber Company, and the timber will be worked up by the Young-Manor Lumber Company, with headquarters at Krug, of which Mr. Kendall is half owner. The tract lies on the Confluence & Oakland branch of the Baltimore & Ohio Rail-

road, and is owned by the same. It will be cut and floated down to the company's mill at Krug. The Young-Manor Lumber Company makes a specialty of railroad material, iron work, and last month shipped 100,000 feet of heavy stuff from Krug.

The R. J. Mumhall Lumber Company has applied for a Pennsylvania charter. The incorporators are R. J. Mumhall, William B. Zies, Jr. and Josiah L. Trout, all of Pittsburg. The company will buy and cut standing timber and deal in all kinds of lumber.

The Hominy Creek Boom Company has received a charter in West Virginia. The incorporators are H. M. Curll, Thomas E. Evans, H. A. Curll, D. B. Curll and Howard Evans, all of Pittsburg. The company will have its main offices at Hokeolu, W. Va.

A charter has been asked for the Wash Lash Lumber Company, which is being organized to work up a tract of about 1,000 acres of timber along the line of the Pittsburg, Carnegie & Western Railroad in Washington County, Pennsylvania. The incorporators are W. R. Murphy, Harry A. Jones and E. D. Whitman. The offices of the company will be in Pittsburg, and it aims to build up a strictly local trade.

The Indian Creek Lumber Company has asked for a Pennsylvania charter. Following are the incorporators: D. B. Baker, F. E. Miller, George Rollings, A. F. Beerman and E. E. Phillips.

The warehouse of the McCollum Lumber Company at Oil City, Pa., was destroyed by fire entailing a loss of \$10,000, partly covered by insurance.

The International Mahogany & Trading Company is making rapid headway with its projects in Mexico. The company was organized last February with a capital of \$2,500,000, and its main offices in the Farmers' Bank building in Pittsburg. It is composed of Pittsburg, Cleveland and Detroit capitalists, and is being managed by a board of directors who have had years of experience in the mahogany and hardwood business. The company owns 700,000 acres of timber along the Usumacinta River in Mexico, near the city of San Christobal. The larger part of the timber is the famous "Tabasco" mahogany, of which the company shipped 286,000 feet to London alone in June. The price averaged 15 cents a square foot, or \$150 per thousand. The timber is rafted down to Frontera and Laguna and shipped from there in logs, which are squared at the camps. Five lines of steamers go out from Laguna and Frontera, so that shipment can be made promptly. Aside from London and Liverpool, New York is taking a large amount of the mahogany, and Cincinnati furniture dealers are also send-

ing in large orders. The company now has 150 natives working in the camps and on the last rise floated down 1,000 tons of mahogany. They have recently established branch offices in Detroit, Cleveland and Cincinnati. In a few weeks the company will begin to push its other woods—Spanish cedar, Zapote, Guayaquin, Barri and Popiste. These are cheaper woods than mahogany, but are susceptible of a very high polish and are already being used quite extensively as substitutes in a number of cities. The officers of the company are: Joseph M. Douthet, president; John M. Lyon, vice-president; Robert D. McGonigle, secretary and treasurer; Charles G. Alton, assistant treasurer and financial agent; John R. Wheeler, solicitor; William H. Alton, resident manager in Mexico.

MEMPHIS MATTER.

The mills are busy at Memphis these days, but the manufacturers are unable to accumulate dry stock. It is shipped now in a state well-nigh green in many instances. There is a continued disposition on the part of Memphis manufacturers to press out in the southern territory for timber tracts. Several deals have been made recently by Memphians in cypress and a few deals of importance in hardwoods.

Bennett & Witte have moved their office from North Memphis to the Southern Express building. George C. Ehemann is in charge of the same. This firm does quite a heavy business in hardwoods through their Cincinnati, Memphis and recently established Chicago offices.

W. F. Stiffel, a well-known lumberman from St. Louis, was in the Memphis market this week.

Crosby & Beckley of New Haven, Conn., have just closed a deal for 5,000 acres of timberland near Drew, Miss. A timber railroad will be built in connection with the development of the land.

M. L. Connelly, a hardwood lumberman from Kansas City and a member of the Connelly Hardwood Lumber Company, was here a few days ago replenishing his stock from some losses sustained while his lumber was in transit and was carried away or lost in the flood.

The Darnell-Love Lumber Company is cutting up stocks of hardwood right along at their new mill at Darling, Miss. The company has its office in this city in the south end. Quite an amount of its stock is sent to export fields.

O. H. Gardner, a well-known hardwood manufacturer at Mercer, Tenn., is gradually concentrating his lumber interests at Jackson, Tenn., at the junction of the Illinois Central, Mobile and Ohio and Nash-

ville, Chattanooga & St. Louis Railroad. He still runs a mill at Mercer and has an office there, and for a year past has been the leading spirit in the Banner Lumber Company of Jackson. Mr. Gardner is another good product from the state of Indiana and is quite a factor in the inland lumber trade of Tennessee.

The apartment house being constructed for Lon Lesh and other Chicago capitalists on Adams street, this city, is moving up a pace and will be a thing of beauty forever. The wise men about Memphis think it will also be a good investment.

C. C. Mengel, of C. C. Mengel & Bro. Company, Louisville, was in Memphis recently.

James Kern of Buffalo, N. Y., was here a few days ago looking after the interests of the James-Keeney Lumber Company.

R. M. Chambliss, secretary of the Mahamah Lumber Company of Memphis, has just returned from a trip to Canada and the East looking after the lumber interests of his firm. They entered South Memphis about a year ago and are building up quite a nice trade in hardwood products. A. E. Mahamah looks after the milling interests down in Mississippi. He came to Tennessee from Cleveland, O., and has been working in lumber a great many years.

NASHVILLE NEWS.

Old Nashville that has never thought herself very backward as a lumber market, in spite of the mutterings of her neighbors, is moving up a few notches these days in securing woodworking plants and general distributing offices for woodworking products. This is true of stave, lumber and wagon manufactories. The Chamber of Commerce is out for everything good now and several enterprises of importance have come or are pointed this way. Nashville is a mighty big southern town, but has not as yet seen proper to drag in her suburbs and pastures in Davidson County and call them Nashville, though they all contribute to her business. She is very well satisfied and looks on with evident complacency at the doubling up of Memphis, Birmingham and Atlanta.

W. V. Davidson, of the Davidson-Benedict Company, is taking his vacation at Monterey, Tenn. The Davidson-Benedict Company owns and operates several lumber mills up on the Cumberland Plateau about Monterey. M. F. Greene, general manager of the same company, is spending a portion of the summer in company with his family at Lake Chautauqua, New York.

Warner Ross, of the Ross Lumber Company, Jamestown, N. Y., has been spending some days in and around Nashville. His

firm buys oak, ash and chestnut out of the South and are prominently identified with the cherry lumber trade in the East. They keep a yard at Lawrenceburg, Tenn., but contemplate making contracts for mill cuts in the woods.

Hamilton Love, of Love, Boyd & Co., has returned from a trip to Boston.

L. W. Crow, of the Mobile Lumber Company of Mobile, Ala., was in Nashville a few days ago. His company is opening up some new mills about Mobile. The concern is now capitalized at \$2,000,000. They also have a mill at Bigbee, Ala. The concern cuts hardwoods, yellow pine and cypress.

Henry J. Gott, of H. H. Salmon & Co., New York, was in the Tennessee lumber markets recently buying stock. He placed several large orders here and in East Tennessee.

A continued effort is being made by the Nashville commercial bodies to secure in addition to the location of a general distributing house for the South here a factory from the R. O. Evans Company of Green Bay, Wis., that manufactures church and school furniture. It is thought that the company will erect their factory here, too.

J. M. Overton and others of Sparta, in White County, have just sold a timber tract they recently purchased. The price it last brought was \$25,000. It contains a lot of poplar timber, some of the poplars over 80 feet long to the first limbs, and they will make six big 16-foot cuts.

The Bryan Lumber Company of Johnson County, Tennessee, is preparing to enter the lists in East Tennessee. The incorporators are R. E. Donnelly, H. A. Donnelly, E. E. Butler, R. H. Butler and J. S. Wagner.

E. B. Chester has started a dimension stock factory at Brownsville, Tenn., and will manufacture golf sticks and baseball bats.

Nashville and Algood, Tenn., parties have purchased a site here for a large new spoke factory that will manufacture spokes. The style of the firm will be the Rock City Spoke Factory.

W. J. Harlan, manager of the Jackson Lumber Company of Lockhart, Ala., was in Nashville a few days ago. Mr. Harlan's company has just completed the erection of a saw mill with a capacity of 80,000,000 feet annual capacity and has built the model town of Lockport, lighted with electricity and with a complete sewerage system, where less than six months ago there was a primeval forest. The tract of land belonging to the Jackson Lumber Company consists of 175,000 acres of longleaf yellow pine. The company is

S. S. Sisson, of Chicago, Ill., has been in the city on business on his own account. He is in the employ of the Chicago Exchange. Mr. Tennan, of Chicago, Ill., is in the city on business as E. P. Tennan & Co., of Chicago, Ill., on a vacation trip to Cardwood and other points West this week.

CINCINNATI GOSSIP.

W. S. Sisson, of Huntington, Ind., is in the city on business with the Indiana Hardwood Lumber Company. He spent a few days with the Cardwood dealers recently.

O. C. Gladden, of Smith & Gladden, of Lexington, Ark., was another recent visitor to the Cardwood market.

Another visitor from Alabama was C. S. Hedden, of Lockhart. He is manager of the Jackson Lumber Company of that place. Their specialty is yellow pine and they make lots of it.

F. C. Skeen, of the Mississippi Valley Lumber Company of St. Louis, Mo., also spent a few hours in this city recently.

E. C. Miller, lumber buyer for Studelger Wagon Company of South Bend, Ind., canvassed this field in search of lumber.

George Eldridge, of the E. H. Eldridge Lumber Company of Indianapolis, Ind., also managed to run down for a few hours.

"Billy" Barrett, of W. E. Barrett & Co., of Chicago, Ill., was another welcome visitor at many of the lumber offices during the past week.

"Suggestions and Attests" is the gist of a little booklet issued by the M. B. Farrin Lumber Company of Cincinnati. The suggestions are in effect many convincing statements as to the merits of the "Century Oak Flooring" manufactured by this firm, and the attests consist of testimonial letters which they have received from

some of the best contractors in the country that have used the flooring in factories, warehouses and other buildings. The booklet contains description as to workmanship and sizes and grades adapted to its use.

MORE EXPANSION.

The well-known saw manufacturing firm of E. C. Atkins & Co., Inc., of Indianapolis, Ind., has been making rapid strides during the past ten years, its business having grown to immense proportions in all parts of the world, necessitating the establishing of branch houses and salesrooms to every part of the country but in Canada and other foreign countries.

This wonderful growth has been followed by a corresponding increase in the capacity of their great plant, and, during the past four years, they have added several new and extensive buildings, such as their woodworking factory, handsaw building, gas works, etc.

But the continued great demand for the saws and tools bearing the Atkins brand has rendered even those many improvements inadequate for their requirements, and they were confronted with the problem of moving away from their present location or acquiring a larger amount of land adjoining in order to properly care for their rapidly increasing trade.

This necessitated one of the most important steps the firm has taken for several years. They have just purchased the entire plant occupied by the Parry Manufacturing Company, the largest buggy manufacturing concern in the world, employing over 1,500 men. This property joins the factory on the south and consists of several large well-arranged brick buildings besides several of small size, which can readily be made suitable for their needs.

The magnitude of the Atkins plant, when the property just acquired is fitted up, can easily be judged when the fact is made known that the entire works now cover about three blocks, and most of this space is solidly built up with three, four and five story brick buildings. It is unquestionably the largest saw factory in the world to-day.

Messrs. E. C. Atkins & Co. have branch houses at New York City; Memphis, Tenn.; Atlanta, Ga.; Minneapolis, Minn.; and Portland, Ore., besides sales offices in Chicago, Ill.; St. Louis, Mo.; Toronto, Canada; London, England; Melbourne, Australia; Cape Town, S. A.; Paris, France, and elsewhere.

TO THE TRADE.

Baltimore, Md., July 1, 1903.
Notice that we have this day changed the style of our firm from David T. Carter & Co. to Carter, Hughes & Co. Hereafter all business will be conducted under the latter name.

DAVID THOMAS CARTER,
THOMAS HUGHES.

NORTHWEST NOTES.

A. R. R. of Appleton, Wis., has been in the city on business with the C. W. Jones Lumber Company. He spent several days in the city looking over the orders for Cardwood. He had traveled extensively, but was not disposing of anything other than saws and saws. The production of Cardwood is not heavy, although the logs are being cut up into lumber being too valuable to make into ordinary stock. Even at the advanced prices of staves and heading, there is a large quantity in the boards.

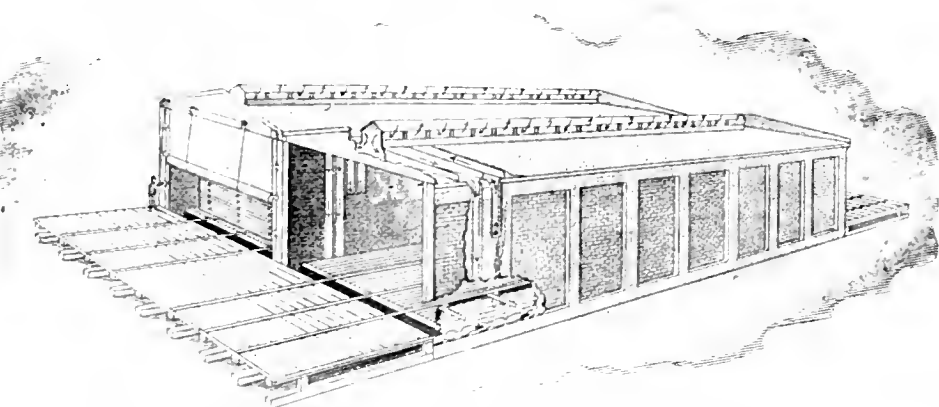
E. Payson Smith, Sr., has gone to Republic, Mo., to represent his son, E. Payson Smith, Jr., of Minneapolis. The latter has contracted for a million feet of poplar lumber there, and his father, although retired from business some time ago, has gone back to active life long enough to go down and look after the shipment.

George W. La Pointe, the well-known manufacturer of Wilson, Wis., was in Minneapolis and St. Paul recently placing orders for Cardwood.

D. F. Clark, of Osborne & Clark, the well-known wholesalers, spent several days recently in Wisconsin, looking over stocks. C. F. Osborne, of the same firm, has returned from a visit to his retail lumber yard at Erie, Ill.

F. H. Lewis, who recently dissolved partnership with E. P. Tennan in the whole-

The Morton Patent Down Draft Moist Air Dry Kiln.



Used extensively by The Pullman Co., B. & O., Baltimore & Annapolis Co., Skandia Furniture Co., Canadian Pacific Railway Co., Great Northern and Michigan Southern Railway Co., B. & O. P. Co., etc. For a full list of special lumber orders.

The only up-to-date kiln on the market. Write for catalogue. **The A. H. Andrews Co.** 174-176 Monroe Street, **Chicago.**

THE MARKETS.

CHICAGO.

In spite of the midsummer season, business holds pretty good in the Chicago market on almost all kinds of hardwoods. With some few exceptions, however, the demand seems to have sagged a trifle.

Labor troubles here within the last two weeks have broken out in woodworking lines, and although it seems there will be no very widespread discontent and that present difficulties will be overcome shortly, it has the effect of putting a damper on business. With the curtailment in demand, the supply is coming in more freely and there is consequently more harmony in the situation.

The war between the bulls and bears (the dealers and consumers) goes merrily on. The midsummer season gives the consumers a chance to talk prices down and they are making the best of it.

Such reaction as there has been in price, though, is largely in those kinds of woods that have been selling at abnormally high prices, and really has little effect on the prices that wholesale dealers are and have been willing to pay for large lots of stock. They have never taken kindly to the abnormal prices at which some woods have been selling and have only purchased enough of such as was required to meet the wants of their trade from month to month. When it came to buying for future delivery, they were generally conservative and they would pay about as much for that class of stock now as at any time.

Northern hardwoods are arriving in Chicago in large quantities and are bringing good, but not fancy, prices.

Cottonwood is being offered more freely and the same is true of all southern hardwoods aside from oak. The poplar situation throughout the country appears to be strong, but it might be much stronger in Chicago. Quartered and plain oak are still very scarce and the question of price does not seem to cut as much of a figure as the ability to get stocks.

CINCINNATI.

The hardwood lumber business in this vicinity is in a rather unsettled state. For several days at a time inquiries come in with a regularity that is pleasing, and then again practically no inquiries will be received for several days. One could hardly claim that the demand was good, although there is as yet no just grounds for complaint. Prices have undergone no change and there is but very little prospect for any changes for some time. There is but very little doubt that the labor troubles in the East are having effect on the lumber trade of the entire country, and this section is commencing to feel it along with the rest.

In saw mill circles hereabouts there is great activity and lots of lumber is daily being placed on stacks. A visit to many of the local yards would show that stocks are in better shape than they have been in several months. Trade would be even in a better shape were it not for the fact that there seems to be a reluctance on part of the yard owners to stock up on lumber at the present high prices, as the impression among them seems to be that the present prices won't hold out.

The call from abroad is still of an encouraging nature and quite a lot of stock finds its way to the European markets.

The demand for oak shows very little

change. Quartered stock of all kinds is and has been in good demand for a long time. The upper grades in dry stocks are still exceedingly scarce. The lower grades are a trifle more plentiful. Plain-sawed stock also is in good demand, with the lower grades in slightly the best favor.

During the past two weeks the market has slightly improved for cottonwood lumber, although it is not up to the standard we have become accustomed to in the past year. Firsts and seconds have shown most improvement. Box common is unchanged. Wagon box boards are still in good demand and the call for mill culls is all that could be desired.

The situation in poplar is also unchanged. There are plenty inquiries for firsts and seconds, but the consumers are unwilling to pay the prices asked. Culls are still in good favor and dry stock in this grade is not very plentiful. The demand for mill culls is only fair.

The improvement noted in gum lumber a short time ago still continues. The demand for firsts and seconds is picking up. Inquiries for clear saps are also more plentiful. Common gum is still a trifle slow. Cull gum is having a very good demand, and mill culls are also in good favor.

ST. LOUIS.

While the St. Louis people are still far behind with their orders, as a result of the impaired traffic arrangements of the roads entering this city, progress has been made during the past two weeks in straightening this out. The high water seriously injured St. Louis business during the whole of the month of June and is still an important factor, in that the old business is not yet entirely cleaned up and it is hard to take care of new orders. The facilities of all of the roads entering this city are limited and the tremendous amount of freight which had accumulated on both sides of the river is not yet entirely cleaned up, there are numerous instances of cars having been out for more than thirty days, bound for St. Louis, and which have been in East St. Louis at least three weeks and are not yet delivered. Outgoing business is affected in much the same way.

These conditions have prevented the making of as good a record during the past month as the amount of business booked would warrant, and they have seriously handicapped this market, as the season of summer dullness is now at hand. All of the local wholesalers report that the orders now being booked compare very favorably with this season of former years, and they expect a healthy summer trade, but the fact remains that the summer business is not expected to be tremendously heavy. There is little trade with the furniture factories at just this time, as these are paying more attention to the furniture expositions and are watching the trend of the styles before they will buy lumber very heavily. At the same time there is a hand-to-mouth trade with all of them which is giving a fair amount of business. Other woodworking factories, also, find it necessary to buy lumber to a greater or less degree, as so many of them for six months past have been anticipating a decline in prices that few have satisfactory stocks. The local people are still devoting the greater part of their energies to the bettering of their stocks, as the

Timber Lands

We offer the following bargains in southern timber lands and saw mills.

COAL AND TIMBER BARGAIN

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 40,000,000 feet, underlain by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four-thousand-acre tract; located in Hattie River bottom, a floating and navigable stream, seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country; price is \$3 per acre; good title. File 72.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

HERE'S A FORTUNE.

Thirty-five thousand acres hardwood timber in Arkansas, at \$8.50 per acre; guarantee it to cut 12,000 feet to the acre, mostly white and red oak, hickory, ash and gum; lies on navigable river less than 100 miles from Memphis, and trunk line railroad runs through it north and south, east and west, affording exceptional shipping facilities; property must be sold to settle an estate, but it takes money; land for agricultural purposes, fully worth \$6 per acre after timber has been cut. File 156.

AN ARKANSAS BARGAIN.

Twenty-two thousand acres hardwood at \$9. The following are the estimates in millions: White oak, 60; red oak, 36; dm, 40; cottonwood, 25; gum, 12; hickory, 15; white ash, 10, with considerable cypress and about 50 ties to the acre; title perfect; average haul to shipping point, two miles; no dreamers, but actual purchasers or their responsible representative. File 15.

A WISCONSIN TRACT

Of over 6,500 acres and estimated to cut 10,000,000 feet of basswood, 3,000,000 oak, 6,000,000 birch, 3,500,000 dm, 2,000,000 maple, 5,000,000 hemlock, 1,000,000 ash, with several thousand railroad ties, with 100,000 cords of wood; land for farming is very best and should sell readily at from \$6 to \$10 per acre; 720 acres of this is under permit and timber only is included in this offer; 5,875 acres of land goes with the deal; price \$65,000, part cash, balance in annual payments for three or four years at 6 per cent. File 166.

But why enumerate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

Being familiar with the South and its many advantages and opportunities for investment, we ask you to consult us.

SOUTHERN LAND CO.,

134 MONROE STREET, CHICAGO.

J. F. OLSPEN, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

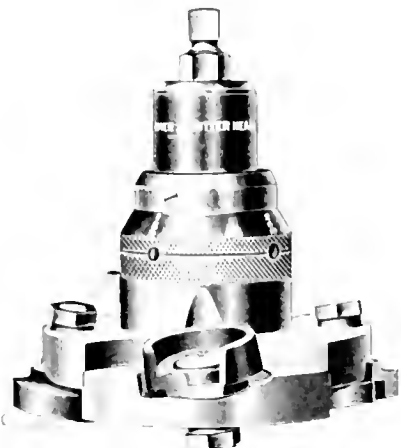
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PLAIN AND QUARTERED **OAK.**

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is now heavier than it has been possible to buy lumber in larger quantities from the mills, however, in fact there are at least two buyers for a good deal of lumber, and that the essential points is such that values are holding. By this is meant that prices are coming up to the higher level, and by a few a month or more, although the top prices have not yet been changed. The St. Louis stocks are going slightly at just this time, but the purchases are, therefore, made up of green lumber, it being almost impossible to find dry at initial points. It is believed that St. Louis stocks will be in fair shape within another sixty days unless a heavy demand sets in before that time, and that they will be better able to take care of the trade than has been the case thus far this year. According to the local ideas, the future is particularly alluring, and is looked forward to with pleasurable anticipation.

Cypress, poplar, cottonwood and gum are about on a parity so far as demand is concerned, but the local supply of the first named is better than is that of the others. Prices on all four of these woods are holding to a high level and strong efforts are being made to increase the local stocks. More success is being had with cypress than with the others, although there is but one local wholesaler in this city having a full supply of cypress. Gum has easily maintained the higher position it has established for itself, despite the increasing production, and it promises to remain firm at present quotations all the rest of the year. There is no doubt as to the future of cottonwood, as stocks at initial points continue to be very light.

Quartered sawed oak remains the strongest item among the oaks, and very little of this is to be found in St. Louis. This is true of both white and red, but white is in the strongest demand, and is wanted in all grades. In plain oak there is an urgent call for all thicknesses, although the local supply of inch is now very good. There is a shortage of dry plain oak in St. Louis, but it has been possible to increase the stock of green lumber during the past thirty days. There is always a demand for thick white oak and very little of this has been coming in of late. Of the other woods handled in St. Louis, hickory and ash are in the strongest demand, but there is also a brisk demand for elm. General prices have changed but little during the past few weeks.

PITTSBURG.

The condition of the hardwood trade in Pittsburg is remarkably good for this time of year. Several of the largest firms in the city report that June was the banner month of their history for a summer month, their business being from 10 to 25 per cent better than on the preceding month. It is expected that the demand will slow up a little this month on account of factories shutting down, but as Pittsburg is not a factory or furniture town there is little likelihood that the slump will be felt seriously.

For two weeks there has been an undercurrent of opinion that the mill and mine trade is dropping off. Firms which cater exclusively to this demand say that although they are still busy there is not the same rush of orders that characterized the trade for months previous. This is taken to mean that the big concerns are curtailing the building and enlarging of their plants and mines, a statement which is borne out by the most careful estimates from the official reports. The demand for

round stuff on the other hand was never so hard to satisfy. One firm, which has the contract for supplying cross-ties for the Pittsburg section of one of the big roads is away behind with its orders, and says that it is absolutely impossible to get out timber fast enough on account of shortage of labor. More street car lines are being built than ever before, making a strong demand for the stuff in this direction. Resulting from the scarcity the smaller corporations are substituting inferior lumber for what should be the best of oak and chestnut.

Oak and hemlock continue to be in excellent demand at stiff prices. The prices on poplar are softening a little in the local market, although the demand is still good. Quartered sawed white oak is the hardest to get. Dealers have little trouble in buying green stuff, but to get dry oak that is ready for use is almost impossible just now. Prices on all grades of oak continue to rule much higher than a year ago. Hemlock is holding its own with a stiff demand.

Firms which buy timber on the stump are hustling their buyers over the South in search of large tracts. "More buyers than timber" is the common complaint. This is felt somewhat less among the firms which buy cut timber, and large purchases of lumber at the mills have recently been made. The big June freshets have enabled the dealers to float down much timber to their mills, and all over Western Pennsylvania and West Virginia the last six weeks has been a very busy period with lumbermen.

PHILADELPHIA.

The uncertainty of building operations, the high prices of building materials and the troubles in the labor world have combined to cause a serious depression in the lumber market. The dullness is felt on all sides and comparisons with last summer's business disclose the fact that most dealers are far behind.

Although the strikes among the carpenters and longshoremen have been adjusted, the effect of the long period of inactivity is still being felt and lumbermen are frank to confess that it will be a considerable time before the trade resumes its former aspect. The dealers are harassed by the constant fear of still further troubles with the various unions, so that although the employes may be quiet at present, there is always the danger of another outbreak.

Many prices have fallen off as a result of the general flatness of the market. Poplar has shown a decided weakness and yellow pine is easier than it has been for the last eighteen months. Maple flooring has fallen off. White pine is holding its own. A few of the woods are reported to be in good condition. Chestnut is scarce and in good demand and quartered oak is active and hard to get. The lower grades of North Carolina pine are active, but the better grades are noticeably draggy.

NEW YORK.

The situation in the metropolis seems a little easier, and with prospects bright for an early ending of the labor troubles, things are taking on a little rosier hue. Quartered oak, while it is holding its own, is not showing much movement, although prices do not seem to be affected by the slack conditions of trade. A good, fair price for inch firsts and seconds is \$78.

Plain oak is in fairly good demand, and it is easier to supply the stock, with prices firm at \$45 for firsts and seconds.

Poplar is strong and in good call at \$51

to \$52.50, while ash is an excellent seller at \$45. The right kind of ash, by the way, is not easy to obtain.

For chestnut there is a fairly good demand, but prices are not very firm, and most of the call comes from the West.

The export call for all the hardwoods is best denominated as extremely light, a condition that the dealers here find it hard to explain, as there has not been much buying and the stocks of American timber in the hands of foreign buyers must be extremely light. It is hard to attribute the delay in purchasing to any belief that prices will decline, for conditions here do not tend to strengthen or give color to any such hope.

MEMPHIS.

The mills are very active here these days, with generally good supplies of logs by river and rail. The export demand is better than it was thirty days ago for lumber, and this has offset a somewhat noticeable diminution in the eastern business, probably due to the strikes in the East. The local contracting firms are quite busy and the record of building in June exceeded that of any month for two years back. Conditions of demand are slightly easier on gum and cottonwood, but there has not been, nor hardly will be, any change in the price schedule. There is no surplus, but it is only that customers can be accommodated with greater ease. Quartered white and red occupy the same strong position and are relatively much higher than plain sawn stock, though the latter is very firm and in active demand.

NASHVILLE.

The mills of Nashville and those that act as feeders to the Nashville mills in Kentucky and Eastern Tennessee are making first-class time these days. The output is generally pretty well contracted for in advance. There is no stock that goes a-begging. Practically every wood sold on the Nashville market is in spirited demand. This is true of oak, quartered and plain sawn, white and red, poplar, ash, chestnut and walnut. It is not expected there will be any cessation in demand or diminution in price this summer. There may be an easier demand, but that is doubtful. It looked more that way three or four weeks ago than it does now. This is the nominally dull season of the year, but the indications are that everything will go on at an easy but firm gait all the summer.

MINNEAPOLIS AND ST. PAUL.

Trades are limited here principally by scarcity of stock, which affects practically everything. There is a steady though not strong demand for oak, which is being supplied by a few dealers fortunate enough to hold some dry stock. No quartered oak seems to be coming to this market, which is not after the higher grades at prevailing prices. Elm lumber is scarce and commanding full list price and dealers are looking for a shortage before the season is over. The high price of elm staves has caused the stove factories to buy up all they can of the limited production of elm logs, and the lumber output will be small. New stock of basswood is coming in in increasing quantity to supply the demand, which does not let up. Birch and ash are being cleaned up closer than ever before. The furniture demand is not strong, as nearly all the local factories seem to be stocked up and are using pine very largely. The sash and door factories are running

light and say they are not in the market for hardwood stock at present. The trade is coming from yards and outside factories. Birch is being used here steadily in street car construction and some cherry is worked in for finer finish. A notable feature of the market is the increased use of gum, which is coming in some quantity, principally in the shape of barrel staves. Some large orders have been taken at the local cooper shops, which have been desperate trying to get elm and basswood. Some whitewood heading has also been sent in to relieve the stringency in the basswood situation.

LOUISVILLE.

The market conditions in Louisville continue excellent. The demand for all woods continues strong. The leading wood in this market at the present time is quartered white oak, which is exceedingly scarce. Stock from four to six months dry cannot be had at any price. The country mills during the last sixty days have put quite a good deal of stock to the road, but this has had no visible effect on the market, as all the stock that has yet reached the road has been taken up, though most of it is just from the saw, there being practically no dry stocks at the country mills, as was expected.

The demand for plain oak is fair, thick stock especially being in demand, and some sales on 3 and 4 inch have been reported during the last week at very fancy figures.

SUGAR A TIMBER PRESERVER.

(London Globe.)

Among new uses to which sugar has recently been put is in the preservation of timber. Much interest has been aroused by the announcement, as the result of a prolonged series of experiments, of a method of so treating timber as to secure even from soft wood a largely increased toughness and hardness. The treatment to which the timber is subjected is, roughly speaking, that of saturation at boiling point with a solution of sugar, the water being afterward evaporated at a high temperature. The result is to leave the pores and interstices of the wood filled in with solid matter and the timber vulcanized, preserved and seasoned. The nature of moderately soft wood, it is claimed, is in this way changed to a tough and hard substance, without brittleness, and also without any tendency to split or crack.

Prior to the glorious Fourth the Lumber Underwriters of 66 Broadway, New York City, sent out notices to their many customers inviting them to use every precaution against fire on that day and recommending a special night and day watchman. It was a thoughtful measure which should have been, and no doubt was, observed to a great extent.

This office is in receipt of a letter from one of its subscribers wanting to know where he could find a market for Buckeye. In the same mail was also an inquiry for a market for persimmon and holly. All of these varieties of hardwoods are a little outside the pale of what are considered commercial hardwoods, yet they have their uses, and the Record would be indebted for such information on its own account.

TIMBER LANDS FOR SALE.

HERE'S A BARGAIN.

Thirty thousand acres on the boundary between North Carolina and Tennessee; railroad runs through it; can commence operation at once; it has never been on the market before; absolute titles and carefully estimated by a Wisconsin lumberman to cut 12,000,000 white pine, 15,000,000 poplar, 2,500,000 chestnut, 1,500,000 oak, 1,000,000 basswood, 12,000,000 hemlock, 5,000,000 yellow pine, 800,000 ash; other woods such as beech, birch, buckeye maple, hickory, cherry and walnut not included in the estimate; the tract will cut about two cords of chestnut bark per acre, which brings 85 per cord on a 2 1/2 cent rate to tannery, or 82 per cord in the tree. The chestnut oak can be used for export, bridge and car timber or railroad ties; man on the property to show it; price \$100,000, half cash, balance on easy terms. File 215.

TIMBER AND COAL LANDS.

Twenty thousand acres in Southern Virginia. Will cut 6,000 feet of yellow poplar, 3,000 feet white oak, and 4,000 feet of other kinds of timber to the acre. The entire tract is underlaid with coal. Five openings have been made, the principal vein being over ten feet thick and all of the Pocahontas seam. Twelve miles to one station, 22 miles to another. Title perfect, fee simple. Price, \$25 per acre. File 209.

POPLAR TREES.

Five thousand poplar trees in Kentucky, 20 inches and up. Each tree is branded and measured and will cut 7,000,000 feet. Warranty deed, perfect title, \$25,000. File 155.

200,000 OAK AND POPLAR TREES.

On the Big Sandy River, in Eastern Kentucky, along the new line of the C. & O. Ry. For sale outright or a half interest. Price, \$1.25 per tree from 16 to 24 inches; \$1.75 for all from 22 up. Terms, half cash, balance in two annual payments at 6 per cent. Our contracts call for all oak, poplar, lynn, ash, buckeye and cucumber. Title absolutely good. Owner will pay all expenses of investigation if titles are found defective.

1,280 ACRES IN TALLAHATCHIE COUNTY, MISSISSIPPI.

This land is situated six miles from Charleston, ten miles from the I. C. R. R. and three miles from the Tallahatchie River. The average on this tract will be about 5,000 feet to the acre, and consists of white oak, ash, and short-leaf pine. Price, \$7.50 per acre. File E. D. M.

A BARGAIN IN HARDWOODS.

Five thousand acres hardwood on Cumberland Mountain, within three miles of railroad; estimated to cut 10,000,000 white oak, 5,000,000 poplar, 5,000,000 chestnut and 5,250,000 hickory and other timber, including walnut; a portion underlaid with coal; price, \$3.25 per acre. File 25.

PIKE, OAK AND POPLAR.

We offer 1,440 acres of stumpage within 75 miles of Chattanooga, Tenn., at \$6.50 per acre cash. It will cut 1,750,000 feet yellow pine, 1,500,000 white oak, 1,400,000 poplar. Logging easy; can be cut and logged to mill site for \$2.50 per M; level road to railroad, team can make four trips a day. Put in a mill and go to work. File 125.

STUMPAGE.

One thousand to 1,600 acres of hardwood timber stumpage at \$2.50 per M feet as cut. Only a nominal payment down as evidence of good faith. Balance can be paid as timber is cut and marketed. Here's an opportunity for a man and mill to get right to work. Refer to File No. 1.

NORTH CAROLINA DEAL.

We have for sale 9,000 acres in Henderson and Transylvania counties, N. C., of the finest virgin hardwood timber at \$8.50 per acre. This is five miles from the railroad and will cut 3,000 feet to the acre of merchantable lumber. Title perfect. File No. 1.

MICA.

Five thousand acres of hardwood in North Carolina, estimated to cut 3,000 feet to the acre. This tract contains two veins of excellent mica, which has been opened up in two places, and several blocks of mica have been taken out. Price, with mineral rights reserved, \$3.25 per acre, or \$5 per acre net in fee simple. File No. 1.

SOUTHERN LAND COMPANY,

134 Monroe Street, CHICAGO.
J. F. Olson, formerly agent for the Land and Industrial Department for the Southern and Mobile & Ohio Railways, Manager, Dealers in Southern timber, mineral and farming lands.

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OAK.
ASH.
POPLAR.

BOYNE CITY LUMBER CO.

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Michigan Rock Maple and other
Michigan Hardwoods.

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

GOOD HARDWOOD TIMBER IS BECOMING SCARCE

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of the

White and red oak, hickory, white poplar and ash of the very best quality and the very growth can be secured, and sawmills, stave and handle plants and other wood working industries which that section offers superior advantages as a location.

For maps, pamphlets and full information, write to our address:

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INDUSTRIAL COMMISSIONER,
Commercial Bldg., St. Louis, Mo.

ROSS LUMBER COMPANY'S SHOE PROTECTOR

It is one of the new and valuable foot protectors. Any lumber inspector can use it at a glance. It is made of rubber in sizes to fit any shoe. It is made in Nos. 6, 7, and 8 round toe, Nos. 6 and 7 square toe, and No. 6 with an extension sole. No. 2 will fit Nos. 3 and 4 and No. 3 square toe, and Nos. 7, 8 and 9 overshoe. No. 3 will fit the following styles of shoes: No. 11 pound shoe, Nos. 6 and 10 square and Nos. 9 and 10 with an extension sole. If extension soles are worn, it will take same size as an overshoe. These shoe protectors will wear forever and would save two or three pairs of shoes in a year. The price is quoted at \$3.00 for one, or \$5.00 for two, delivered anywhere in the United States.

Few inspectors like to have the toe of

TIME TO CALL A HALT.

There is apparent a quite general and very determined opinion on the part of the employers of the country to take a firm stand against dictation by labor unions. Employers' associations are being formed in the leading cities of the country and it is evident that the leaders in union labor movements will find that their work has resulted in actual harm to the very people they proposed to help, for working men who are led to such acts as force them the favor of their employers, and the respect and sympathy of the public are injured thereby. No one blames the workman for getting all he can for his work, and he is free to offer it where he can get the best returns, but there are certain rights of every citizen that must be respected, one of which is the right of an employer to run his own business, and em-



A NEW IDEA FOR THE LUMBER INSPECTOR

ploy men to take the place of any and all employees who feel dissatisfied and quit, and when a workingman listens to counsel that tells him anything else, he is breeding trouble. There has been a disposition to deal leniently with employes in matters of this kind, but this leniency has led to such bold encroachment on the liberties of the business men that there has developed a general feeling that it is time to call a halt, and time to point out to the workingman that even he is not immune from punishment when he violates the law that gives to every citizen of the country liberty and property rights, and protects him therein. There is no logical objection to association among employes for mutual benefit, for such is in strict accordance with the spirit of the times, but the objection comes from that radical and unjust spirit and counsel that has been allowed to rule in such associations. The right spirit of progress does not include in its regime tyranny and dictation; the slogan of labor unions has notably been a cry for

their shoe look like belt leather, but it is unavoidable when inspecting lumber without some protection of this kind. It certainly fills a long-felt want. If you only order one, signify for which foot and address with your remittance the Ross Lumber Company, Jamestown, New York.

LOUISIANA FORESTRY AT ST. LOUIS.

The Southern Cypress Company has agreed to furnish a full cypress exhibit for Louisiana at the world's fair, and will present the principal features of the cypress industry from the tree to the various finished products. This will also be done in the case of pines and hardwoods by other companies, each trying to eclipse the other in the perfection and interest of its exhibit. The Louisiana Spanish moss will be shown as it grows and as it finally appears in horse collars, mattresses, saddlery work and upholstery; in another space will be given an exposition of the turpentine industry, and in another the making of paper from straw, rice, wood pulp and cane.

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Furniture, Cabinet and
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CINCINNATI.

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MANUFACTURER OF

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HARDWOOD LUMBER

COTTONWOOD AND GUM

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

COTTONWOOD—GUM

union as a protection against the tyranny of capital, and yet what employer ever undertook to picket another shop and use force to prevent his men from going there to work when they became dissatisfied with his place? Such would have been but a dose of the medicine that trade unions have given employers, and they have given so much of it that it is time to call a halt. —Barrel and Box.

UNIFORM INSPECTION.

The conductor of this department began a campaign for the uniform inspection of hardwood lumber something like twelve years ago, when he assumed the editorship of *Hardwood*, under the management of Mr. A. H. Hitchcock, of Chicago, who might almost be said to have been the first apostle of the doctrine.

Hardwood as a lumber paper had its day, flourished for a number of years, ran its course, and became merged in a journal still running as the organ of the hardwood trade, and successful, too, and which is doing an excellent work. The journal and the Chicago Hardwood Association took up the work and practically carried it on to a successful issue, so that today, so far as the National Hardwood Lumber Association is concerned, uniform inspection is an accomplished fact, certainly in theory, if not always in practice.

Certain Chicago dealers, who are still comparatively young men, with the aid of some dealers from the Northwest and some no less helpful ones from the South, fought the battle for uniform inspection and won against a good deal of factious opposition.

Uniform inspection has proved itself such a really good thing and so eminently practical that it is really surprising that there should be any organized opposition to it, but such seems to be the fact. Certain parties have opposed it from the start, whether because they did not originate it, or because they did not believe in it, or because they thought it was not to their interests, matters not. But they certainly opposed it and it looks very much as though a certain organization, known as the Hardwood Manufacturers' Association of the United States, had been made a cat's paw of by those parties, if not actually conceived and organized for the very purpose of interfering with the practical success of uniform inspection.

"Dixie" does not apprehend that the members of the Hardwood Manufacturers' Association of the United States as a body entertain any feelings inimical to the other association or to the real principle of uniform inspection, but their course tends that way and is really a hindrance to its complete and entire success.

Each body has its set of rules. The National Association was first in the field with its set of rules, which were agreed to after long discussion and a good many alterations and amendments, with a large proportion of the members of the Manu-

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10,000,000 CEDAR SHINGLES.)
CARGO SHIPMENTS A SPECIALTY.

Maple, Soft and Rock Elm,
Basswood, Birch, Beech,
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Hemlock Tan Bark.
RAIL OR WATER SHIPMENTS.

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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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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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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 *Cedar, Kaolin and Marl*, together with fine *Hardwood* timber for manufacturing purposes.

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W. H. KILLEN,
 Deputy Land and Industrial Commissioner,
 Colby & Abbot Bldg., Milwaukee, Wis.

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

Association members of the Association at the very time were adopted. It is possible that the rules of the Association may be the subject of a question which the interests of both dealers and manufacturers are decisively decided in the negative. The Manufacturers' Association does not represent a majority of the hardwood manufacturers of the United States, and is not a partisan body, and by insisting upon a set of rules of its own, is not being partisan and is not willing to extend equal justice to the men who buy and handle and send into consumption the products of their mills, which is the long and short of the whole matter. There seems to be a lack of equity in the matter.

And as so many of the Manufacturers' Association belong to the National Association, why should not the two harmonize, and by reasonable compromise agree upon one set of rules?

Practical democracy conceded the right of the majority to rule, and if a few members of the National Association or of the Hardwood Manufacturers' Association of the United States, which are in a minority, are not satisfied with the rules adopted by the large majority, let them try by reasonable methods to get them amended; and so long as they are members of the great body that adopted them, instead of seceding and forming another association, or forming it while still holding membership in the other, they would show a more consistent spirit than by undertaking to force the great majority to come to their terms by adopting a different set of rules and undertaking to sell under them to the confusion of buyers. O. S. Whitmore, in "Dixie."

A UNIFORM GRADE FOR HARDWOOD LUMBER.

There was held at Indianapolis during the last month the annual meeting of the National Hardwood Lumbermen's Association. The furniture manufacturers of the country should be interested in the proceedings of this body, because the National association is engaged in an effort to bring about a system of uniform inspection rules. When the manufacturers of furniture in Michigan were able to draw their lumber supply entirely from the forests of that state; when the makers of furniture at Minneapolis and at interior points throughout Wisconsin were able to get all the lumber they wanted from the mills in Wisconsin and Minnesota, it was comparatively unimportant what the rules of inspection were so long as they were understood by the buyer of the lumber and the seller. But there is hardly a manufacturer of furniture anywhere north of the Ohio River who is not now drawing his supply of oak from the South as well as the North. Even the makers of furni-

ture from South and Tennessee and West Virginia and the timber states in the Mississippi Valley, necessary sources of supply. The price cuts a figure also, and although it has sometimes been claimed that the price in any event is made to fit the grade, it is important to the manufacturer to know with reasonable accuracy what the grade is and what he should be able to get out of a given grade, for the use he has to put it to, whether it comes from Michigan or Minnesota. Up to the time the National association was brought into existence there was an individual inspection system peculiar to every important market. Some progress has made toward uniformity and although there is still a factional division, and some of the manufacturers have taken the position that the National rules were made for and by the wholesaler or jobber, in due time we are disposed to believe that the right principle will prevail. And the right principle is one set of governing rules with thorough and impartial inspection when necessary. This is the sort of thing which will suit the furniture manufacturers of the country. Furniture Journal.

ECONOMICAL USE OF TIMBER.

The Marquette Mining Journal says: "One of the most promising economic labors undertaken by the general government is the preservation of the forests and the teaching of scientific principles in the business of lumbering. At first this work was looked upon askance by the practical lumberman, but now the bureau of forestry reports that great interest is taken in its experiments by the leaders of the lumber interests, who are now applying to the government experts for assistance in the solution of the problems before them. Many of the recent purchases of timbered lands in the South will be lumbered in accordance with bureau suggestions, only the largest trees being cut at first, and the smaller timber left to mature. In this way a continuous supply of timber will be taken from the land. The tract recently acquired in Florida by J. S. Stearns will be lumbered in this way.

"The bureau of forestry is not content with this field of effort. It also is doing much along the line of teaching economy in the use of woods. The plan is to show lumber users the need of pressing inferior woods into service where they will do as well, or nearly as well, as the better varieties, and also demonstrating that by proper seasoning and preserving that poorer woods can be made to take the place of the more valuable kinds. For example, it is folly to use white oak for railroad ties or white pine for piece stuff. Moreover, it is false economy to use green timber for any purpose. Seasoned timber lasts longer, since the water in green timber is necessary to the life of germ producing fungi. Seasoning also greatly increases the effectiveness of preservative treat-

ment—a matter upon which the bureau is now placing much emphasis. One of the interesting discoveries of the forest experts is that high grade timber like white oak and longleaf pine, being much denser than timbers of low grade, are not so readily penetrated as the latter by preservative fluids, and that it is much more economical to treat a low grade porous wood like beech, which usually lasts only about four years, than a high grade timber."

WIND-TWISTED TREES.

Everyone has at one time or another observed the effect which wind has on trees growing in certain sections. This is especially observable along the shore, where one is able to get a clear sectional view. In such circumstances trees and whole forests will be seen to have been twisted or leaned by prevailing winds.

These effects are produced by various causes. Sometimes an entire forest of young trees will be given an angle from the perpendicular by a heavy sleet falling and lodging on the branches while the ground is soft, and when the sleet is followed by a strong wind.

Another cause of leaning forests is found in the prevailing winds which blow steadily for long periods in certain sections. These effects of winds on forests have been given careful study by Prof. J. Fruh, a scientific forester. The manner in which the characteristics due to winds show themselves, is thus classified by Prof. Fruh:

1. Trunks vertical but without branches on the side facing the wind.
2. Top of trunk inclined in the direction of the dominant wind; branches symmetric; have developed where sheltered from wind.
3. Whole tree inclined. Where growing in masses these trees or shrubs are almost lying on one another. Their dimensions decrease as we go toward the side of the forest that is first struck by the prevailing wind.

1. Trunks and branches may be inclined in different directions. In this case the inclination of the trunk may have been caused by a strong but temporary wind,

while that of the foliage keeps the direction of the dominant wind.

These deformities are especially frequent in countries near the sea or in flat regions. In equatorial regions where violent cyclones often rage the influence of the dominant winds cannot always be noted, for their effects are often hidden by the luxuriant growth of the branches.

Among the trees that are most sensitive to the action of the winds the following are noted by the author: The cherry, the walnut, the black poplar, the ash, and certain varieties of pine. Other pines, and especially firs, are very resistant to the wind and are especially recommended by Prof. Fruh for reforesting regions exposed to gales.

PERSONNEL CHANGES IN BUREAU OF FORESTRY.

Dr. John Gifford, formerly assistant professor in the New York State College of Forestry at Cornell University, will shortly leave this country in order to investigate the new Luquillo Forest Reserve in the eastern part of the Island of Porto Rico. This reserve was established only last January, and Dr. Gifford's investigation will have an important bearing on its management.

Dr. Hermann von Schreuk has been appointed chief of the Division of Forest Products, the appointment to take effect July 1. In his new position he will have charge of the work in dendro-chemistry, timber tests, and wood preservation, which includes the experiments in railroad work for the preservation of ties, tests of bridge timbers, and other wood material. He was formerly with the Bureau of Plant Industry of the Department of Agriculture.

FOREST BUILDING AT ST. LOUIS.

Contracts have been let for the construction of the Forest, Fish and Game Building for the Louisiana Purchase Exposition, to be held at St. Louis next year. An elaborate system of tanks and ponds, with appropriate spaces for the exhibition of fish and game and all that pertains thereto, will occupy the eastern half of the interior. The entire western half will be given up to the forest display contemplated by the United States government, and this will be supplemented by exhibits demonstrating the forest policies and operations of foreign governments. The exterior of the building will be severely simple, with no towering features. Its general proportions will be pleasing and much color will be employed in its decoration.

READ THE RECORD.

This office would be under many obligations to the so-called editors of eastern lumber journals if they would "blue-pencil" the articles in their journals that another editor should read. It is discouraging to read through a dozen of them and fail to find anything worth reproducing.—West Coast and Puget Sound Lumberman.

FOR SALE—SQUARES.
One car 2x2 inch x 25 and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.
W. M. E. LITTELFIELD,
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CHICAGO.
WANTED } CHERRY, OAK, CYPRESS,
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It tells all about the most delightful places in the country to spend the summer—the famous region of Northern Michigan, including these well-known resorts:

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Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.
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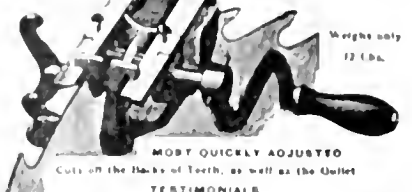
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in great variety, in large and small tracts, suitable for saw mills, stave mills, box, wagon, hub and spoke, casket and berry box, furniture or heading factories, and other wood workers. The Cotton Belt Route has compiled a complete list of real estate agents along its lines handling timber lands. Persons seeking new locations for their mills and factories are enabled to communicate direct with such agents by securing this list which will be mailed free on application.
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Form 120

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 If you will furnish us a reliable STOCK LIST each
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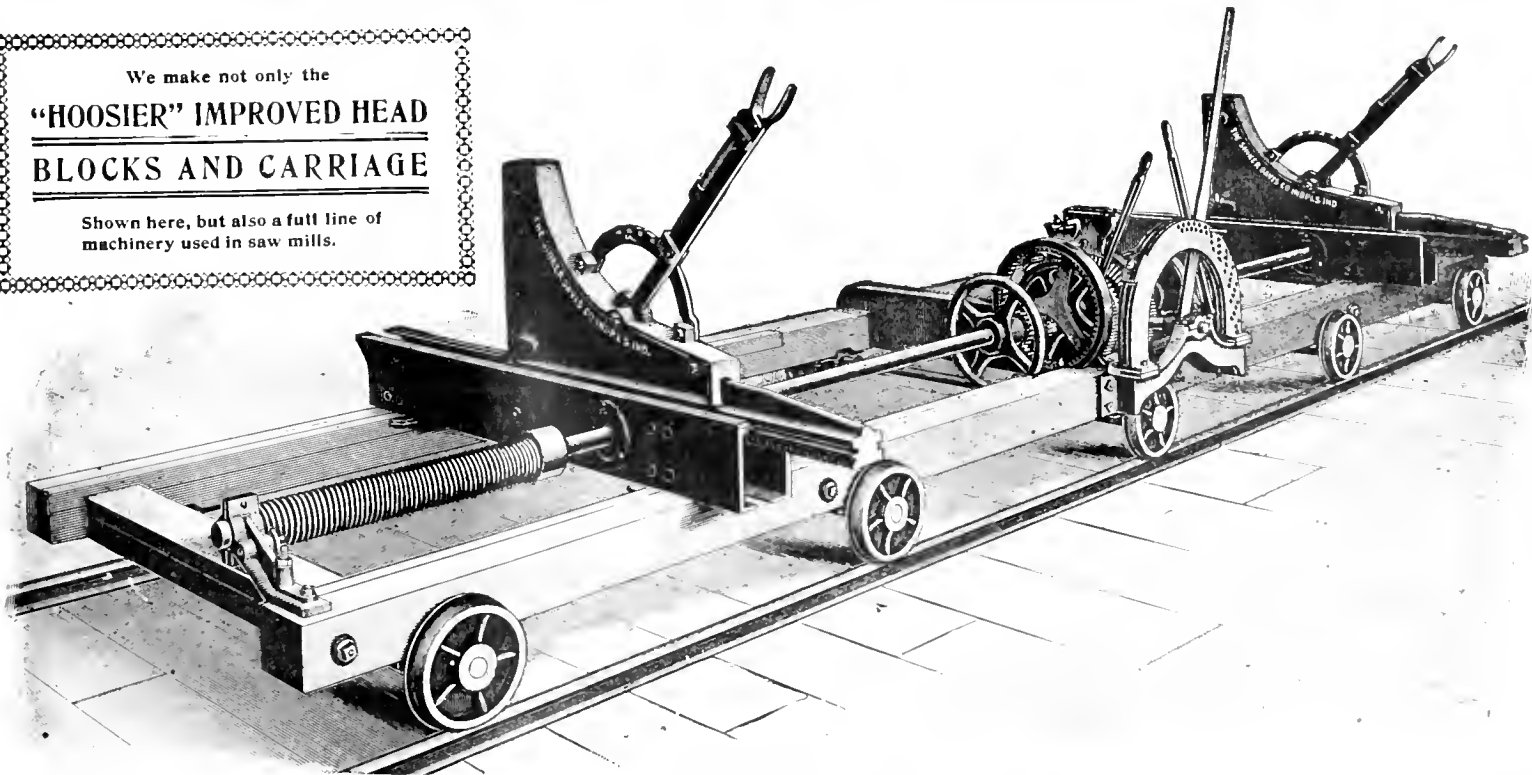
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We make not only the
**"HOOSIER" IMPROVED HEAD
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 machinery used in saw mills.



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.

WRITE TO

STEWART & JACKSON

IF YOU WANT TO BUY OR SELL

POPLAR AND HARDWOODS,OFFICE: UNION TRUST BUILDING.
YARDS: CLARK ST. DALTON AVE.

CINCINNATI, OHIO, U. S. A.

WANTED—FOR SALE—EXCHANGE.**CIRCULAR SAW HAMMERING
TAUGHT BY MAIL.**

Right in your ble room. No advanced fee and no previous experience necessary. J. H. MUNER, Lumberton, Miss.

WANTED—INSPECTOR.

To go South and load out a big deal. Require competent and reliable man and will give permanent employment to right man. Address with references and salary wanted.

"W. L. C." care Hardwood Record.

MEN WANTED.

We can give steady employment the year around to good men in and around our saw mill, box factory, logging and barn camps, etc. If you wish to better your condition by coming to Northern Wisconsin, write or call on the

JOHN R. DAVIS LUMBER CO.,
Phillips, Wis.**WANTED.**

Man of experience around hardwood mill to do our office work, scale logs and lumber. Must understand double entry book-keeping and typewriting. Give references and salary expected. Address

PEABODY BROS. CO.,
La Fontaine, Ind.**BUSINESS OPPORTUNITIES.****FOR SALE.**

Saw mill. Controlling interest in one near Blytheville, Ark. circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft per day. Cash or easy terms to responsible party. Address R. U. P., care Hardwood Record.

LUMBER WANTED.**WANTED GREEN OR DRY**

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED.

Cull quarter-sawed white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.,

Main and Chambers Sts., St. Louis, Mo.

WE WANT5 cars 2-inch common and 1sts and 2nds Hickory.
3 cars 2½-inch common and 1sts and 2nds Hickory.
4 cars 3-inch common and 1sts and 2nds Hickory.
2 cars 3-inch 1sts and 2nds and White Oak 12 to 16 ft.
10 cars 1-inch common and 1sts and 2nds Poplar.
5 cars 2-inch common and 1sts and 2nds Poplar.
5 cars 2½-inch common and 1sts and 2nds Poplar.
5 cars 3-inch common and 1sts and 2nds Poplar.
10 cars 1-inch Gum, cull, common and 1sts and 2nds.

10 cars 1-inch and 1½-inch cull Cherry.

EMPIRE LUMBER CO.,

1-10-11, No. Branch and Blackhawk Sts., Chicago.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak

WRITE US.

CONTINENTAL LUMBER CO.,

Monadnock Building CHICAGO.

WANTED.

300 M. feet 1 to 2 inch No. 2 Common Birch, Black Ash and Basswood

GEO. W. STONEMAN & CO.,
76-82 W. Erie St., Chicago.**WANTED.**

Quartered red and white oak, COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.

W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo**WANTED WAGON STOCK.**

Poles, Reaches and Bolsters.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.**WANTED.**

To contract for 200 M ft., 2-inch log run Gum.

GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.**WANTED.**

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1½ inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.

L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.**WANTED.**

25 Cars 2½ x 4½ - 26-inch White or Red Oak, green or dry, delivered here.

20 M feet 2x2 - 48-inch White Oak, dry, delivered here.

A large amount of 1½-inch and thicker 1st and 2nd Maple; can use some No. 1 common.

1-inch quartered White Oak.
Please quote us.ROSS LUMBER CO.,
Jamestown, N. Y.**WE WANT YOUR MONTHLY STOCK
LISTS OF DRY HARDWOODS.**Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1½, 2 inch Chestnut first and seconds.

1 car each 1½, 1½, 2 inch Hickory firsts and seconds.

10 cars each 4x5 - 6 foot or 12 foot Hard Maple AXIES.

50 cars W. Oak Bill stuff

100 cars Crating, all kinds.

What is your specialty?

We reach every part of the United States.

Address, Hardwood Dept.,
AMERICAN LUMBER & MFG. CO.,
Pittsburg, Pa.**WANTED—FOR SPOT CASH.**

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address

O. E. YEAGER,
332 Elk Street, Buffalo, N. Y.**WANTED WALNUT LOGS.**

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash.

H. A. LANGTON & CO.,
Terre Haute, Ind.**WANTED—FOR CASH.**

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,

East St. Louis, Ill

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.**WANTED.**100 M feet Poplar, any thickness and grade.
100 M feet Red and White Oak, any thickness and grade.

30 M feet 1½ to 4 inch, 1st and 2nd Hickory.

FINK-HEIDLER CO.,
Ashland Ave. and 22nd Street, Chicago.**WANTED.**

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.

LELAND G. BANNING,
Cincinnati, O.**WANTED.**

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
Station "N," Cincinnati, Ohio.**WANTED.**Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.

Quartered Red Oak, 1 inch, 1st and 2nds.

Quote prices delivered f. o. b. Cincinnati.

DUHLMEIER BROS.,
Cincinnati, O.**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.**

Shipping cull plain Red or White Oak 1, 1½, 1½ and 2 inch thick. Quote prices f. o. b. Cincinnati.

DUHLMEIER BROS.,
Cincinnati, O.**WANTED.**Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO.,
Indianapolis, Ind.**WANTED.**

Cypress, 1sts and 2nds, 1½, 2, 3 inch; selects, 1½ inch.

Red Gum, 1sts and 2nds, 1, 1½, 1½ inch

Red Oak, quartered, 1sts and 2nds, 1, 1½, 1½ inch.

" " " " common, 1½, 1½ inch.

" " " " plain sawed, 1sts and 2nds, 2½ inch.

White Oak, " " " " 1sts and 2nds, 1 to 4 inch.

" " " " quartered, 1sts and 2nds, 1 to 2 inch.

Yellow Poplar, 1sts and 2nds, 1 to 4 inch.

" " " " 1sts and 2nds, 4x4 to 8x8 inch.

" " " " common, 4x4 to 8x8 inch.

" " " " selects, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
Buffalo, N. Y.

WANTED—FOR SALE—EXCHANGE.

WANTED.

2 inch 1st and 2nd White Ash.
4 inch 1st and 2nd White Oak.
2 inch Elm or Hickory Planking.

M. ROEDER,
1440 Roscoe Street, Chicago.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
Will inspect at shipping point and pay cash.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St., Buffalo, N. Y.

LUMBER FOR SALE.

FOR SALE.

One car of select, figured, quarter-sawed White Oak, Indiana stock, 10 inches and over wide, 12 foot and longer. Address,
35, care Hardwood Record.

FOR SALE.

We have lumber for immediate shipment, dry, as follows:
1-inch 1st and 2nd quarter-sawed White Oak.
1 " common plain-sawed White Oak.
1 " log run Arkansas Red Gum.
Plain-sawed Red Oak.
1-inch Poplar in all grades.
One carload 2½ and 3 inch Soft Elm.
And most anything else you may want in the hardwood line.
J. V. STIMSON,
Huntingburg, Ind.

FOR SALE.

Five hundred thousand dry 3/4x1½ inch cypress lath.
THE WHEELER CYPRESS LUMBER CO.,
Portland, Ark.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.
KELLEY LUMBER & SHINGLE CO.,
Traverse City, Mich.

FOR SALE—DRY GUM.

Direct from mill at Carruthersville, Mo.
100 M feet 5, 4 Clear Saps.
150 " " " Common.
100 " " " Shipping Culls.
125 " " " 4-4 Clear Saps.
200 " " " Commons.
100 " " " Shipping Culls.
We have favorable rates to all points east and west, and can sell this stock cheap.
THE FARRIN-KORN LUMBER CO.,
Cincinnati.

DID IT EVER OCCUR TO YOU

That we could sell you well-made lumber in white or red oak, poplar, gum, etc., at the right prices? We also make a specialty of our stock.
A. R. VANSICKLE & SON,
Tamm, Ill.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.
EDWARD L. DAVIS & CO.,
Louisville, Ky.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
Manufacturers Hardwood Flooring,
Lyons, Ky.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
100 M ft. 1-inch log run Soft Maple, on grades.
3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1¼ and 1½ inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
20 M ft. 1 to 2 inch log run Walnut.
100 M ft. 1 to 2 inch Cherry, all grades.
This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE.

5,000 feet 2½x6 inch and up 1sts and 2nds quartered White Oak.
4,000 feet 2½x6 inch and up 1sts and 2nds quartered White Oak.
9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak.
700 feet 3½x6 inch and up 1sts and 2nds quartered White Oak.
Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.
EMPIRE LUMBER CO.,
1142 Seneca St., Buffalo, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
200,000 ft. 1-inch log run Chestnut.
50,000 ft. 1-inch dry common quartered Red Oak.
75,000 ft. 2-inch common and better, shipping dry, White Oak.
20,000 ft. 1-inch, dry, mill-cull Walnut.
NORMAN LUMBER CO.,
Louisville, Kentucky.

HICKORY—HICKORY.

We want 2¼ inch hickory plank. Will accept green from saw and pay cash. Also want 2¼x2¼x40 inch hickory squares.

TOWNSEND & THOMPSON,
N. Manchester, Ind.

TIMBER PROPOSITIONS.

CHEAP HARDWOOD STUMPAGE.

I have for sale on 5,700 acres of land, hardwood stumps at \$3 10 an acre, as follows: Oak, 2,227,900; Willow, 4,480,000; Cottonwood, 4,953,000; Hickory, 946,000; Red Gum, 515,000; Tupo Gum, 940,000; Cypress, 700,000; Ash, 54,000; Sycamore, 114,200; Locust, 120,000 feet. Timber on bank Mississippi river in Louisiana.

E. L. SLATTERY,
New Orleans, La.

FOR SALE.

2,500,000-acre grazing and timber tract near Mexico City, Mexico; 1,500,000 acres grazing land, 1,000,000 acres Oak and Pine timber, will cut 10,000 to 30,000 feet per acre. The Pine equal to Michigan White Pine for sash, doors and blinds. Price 75¢ per acre; 40% cash, balance long time. A good and safe investment, or for a combination of lumbermen as a saw mill location. For further particulars write GEO. GRAUL, 317 Edgar St., Evansville, Ind.

WANTED TO PURCHASE CYPRESS STUMPAGE.

Must be large and of the very best character of timber, accessible to either railroad or river.
BLANTON-THURMAN LUMBER COMPANY,
Memphis, Tenn.

WANTED TIMBER LANDS.

The Hardwood Record, account of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

BARGAIN IN LA. AND MISS.

100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 9,000 feet per acre. Full particulars and blue prints from

WILLINGMYRE & RHODES,
Saline, Mich.

MACHINERY.

WANTED.

40 tons 16-lb. T rail (relay) with necessary splices. Also second-hand log skidder. Must be cheap for cash.
BENNETT HARDWOOD LUMBER CO.,
Memphis, Tenn.

FOR SALE.

One hand saw mill, Stearns make, nine-foot wheels, four twelve-inch band saws, tiling room outfit complete, all in good condition, practically new. Price \$1,200 f. o. b. Mattson, Miss. Address
ROUNDWAY MFG. CO.,
Mattson, Miss.

FOR SALE.

A complete outfit of sawed hoop making machinery, best made; need only eight months, better now than new. Will sell at a bargain. Just the outfit to add to a saw mill. Inquire at once.
GOTSHALL BROS.,
Archbold, Ohio.

FOR SALE, SECOND HAND MACHINERY

One 60-in. x 16 ft., 80 H. P. tubular boiler.
One 12x24, 50 H. P. slide valve engine.
One 48-inch two block, with Knight dogs, Sinker-Davis carriage.
One 36-inch heavy iron frame rip saw.
One saw husk.
Two circular saws.
All of the above first-class machinery. Address,
WM. L. BROWN,
Mitchell, Ind.

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—MACHINERY—Second Hand Circular Saws good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Boiler, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 20 H. P. Portable Engine, one Knight's U Mill, one Knight's Fay Knife Grinder, one Fay Moulder one or two 8 H. Self-feed Pumps, one 10 H. P. Emery Wheel Stand, ing Machines, one one Knight's Revolver Double Shaper, one 24 one Fay Surface, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-worker, Upo Coleman 30 Hand Saw.

THE MILLER OIL & SUPPLY CO.,
Indianapolis, Ind.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care
HARDWOOD RECORD.

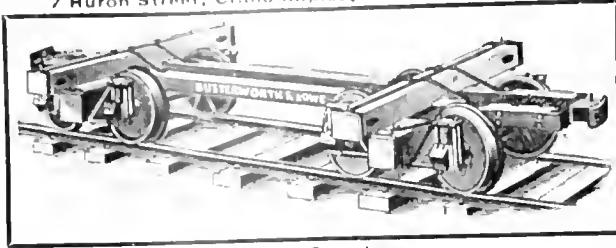
WANTED.

1 inch cull and better (plain and quartered 1¼ inch common and better) WHITE OAK.
Can take mixed cars.
Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

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.



25%
MORE 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.

ANN ARBOR RAILROAD

AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-NEE 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 **T. E. RIELY,** Com'l Agent, **MILWAUKEE, WIS.** Ann Arbor R. R.

THE RECOGNIZED AUTHORITY

ON LUMBER CREDITS IS THE **RED BOOK** ALL WHO USE IT TESTIFY TO THIS.

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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the



The remedial properties of the various Springs at these famous resorts are world-renowned. Chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature gives the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$8.00 to \$35.00 per week, including free use of all the waters.

Booklet (sent free) about the waters and giving list of hotels and boarding houses, with their rates sent free.

FRANK J. REED, G. P. A., MONON ROUTE, CHICAGO.

TIMBER-MEN

Who are far-sighted, recognizing the alarming rapidity with which the timber supply of the North is disappearing, have come southward for their source of supply and have invested largely in southern timber lands.

Unimproved timber lands can yet be secured at low prices along the line of the Louisville and Nashville Railroad in Kentucky, Tennessee, Alabama, Mississippi and West Florida, and the lands in the last three named states are of greater value after removal of the timber than before, for the reasons that this section is rapidly filling with thrifty settlers who find no trouble, on account of the fertility of the land, in realizing anywhere from \$100 to \$500 per acre from the raising of fruits and vegetables thereon.

Timbermen should take advantage at once of the low prices now prevailing for said lands, as they are steadily increasing in values.

G. A. PARK,

General Industrial and Immigration Agent,

LOUISVILLE & NASHVILLE R. R. LOUISVILLE, KY.

LIST OF STOCK

ON HAND AT THIS DATE.

Richmond, Ind., June 25, 1903.

QUARTERED WHITE OAK.

5 M feet 1 inch common strips.

PLAIN WHITE OAK.

12 M feet 1½ inch firsts and seconds.

4 M feet 1½ inch firsts and seconds.

QUARTERED RED OAK.

5 M feet 1 inch strips.

PLAIN RED OAK.

10 M feet 1 inch firsts and seconds.

85 M feet 1½ inch firsts and seconds.

50 M feet 1½ inch firsts and seconds.

100 M feet 1 inch common.

WALNUT.

5 M feet 1½ inch firsts and seconds.

5 M feet 1½ inch firsts and seconds.

8 M feet 3 and 4 inch firsts and seconds

10 M feet 1 inch cull.

5 M feet 1½ inch cull.

5 M feet 1½ inch cull.

ASH.

15 M feet 1 inch common.

1 M feet 2½ inch common.

12 M feet 1 inch cull.

CHERRY.

2 M feet 1 inch firsts and seconds.

2 M feet 1½ inch firsts and seconds.

6 M feet 1 inch cull.

SUGAR.

20 M feet 1 and 1½ inch cull and common.

6 M feet 1½ inch common.

HICKORY.

4 M feet 1 inch cull and common.

10 M feet 1½ inch common and cull.

15 M feet 2 inch firsts and seconds.

10 M feet 1½ inch firsts and seconds.

QUARTERED SYCAMORE.

4 M feet 1 inch firsts and seconds.

5 M feet 1 inch common and strips.

We also carry a complete assortment at our branch yards at Evansville, Ind., and Jett's Creek, Ky.

C. & W. KRAMER,

RICHMOND, IND.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

PINE (Norway) AND HEMLOCK LATH.

CEDAR POSTS.

High Grade Maple Flooring

Kiln Dried, End Matched, Polished and Bored.

KELLY LUMBER & SHINGLE CO.
TRAVERSE CITY, MICH.

South Arm

Lumber Co.

204 Grand Ave.

Milwaukee, Wis.

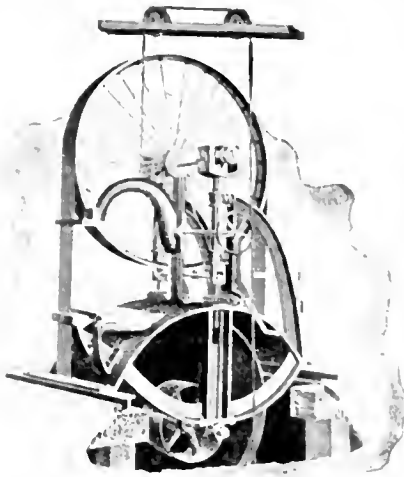
Manufacturers and Jobbers

Michigan

Hardwood Lumber.

Car and Cargo Shipments.

*Chicago Office:
314 Chamber of Commerce.*



PORTABLE BAND SAW MILL

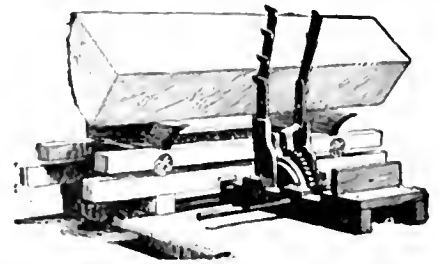
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are 3 $\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches and answer for a 12-inch belt, and should run about 900 revolutions per minute. This mill will readily get from 10 to 15 per cent more lumber out of the logs than can possibly be obtained by the ordinary rotary saw. It will cut lumber as smoothly and evenly as the highest priced hand 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 every thing necessary for complete Saw Mill Equipments.

PHOENIX MFG. CO.,
EAU CLAIRE, WIS.

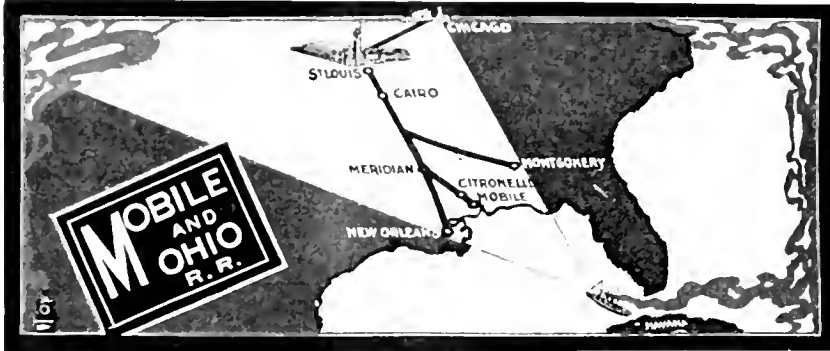
THE EDWARDS LOG TURNER

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.



JOHN M. BEALL,
Asst. G. P. A.,
St. Louis.

M. H. BOHREER,
D. P. Agent,
Marquette Bldg., Chicago.

T. B. THACKSTON,
Agent L. and I. Dept.,
225 Dearborn Street, Chicago.

Do You Know

That it will pay you to list your wants in hardwood lumber in . . .

The Hardwood Record?

“ATKINS ALWAYS AHEAD”

TRADE MARK.



See that Trade Mark?

That's a strong assertion, but we live up to it and our regular customers know that we do. That's why we keep them. We could satisfy you, too, if we had the chance.

The purchaser of an ATKINS SILVER STEEL SAW may rest secure in the knowledge that he is receiving a saw that is the PERFECTION of material, temper and workmanship. THE ATKINS WARRANTY is like old wheat in the mill—you can bank on it.

Write for our 1903 Sawyers' Hand Book, if you have not already received it. Your sawyer and filer will appreciate it. Free for the asking.

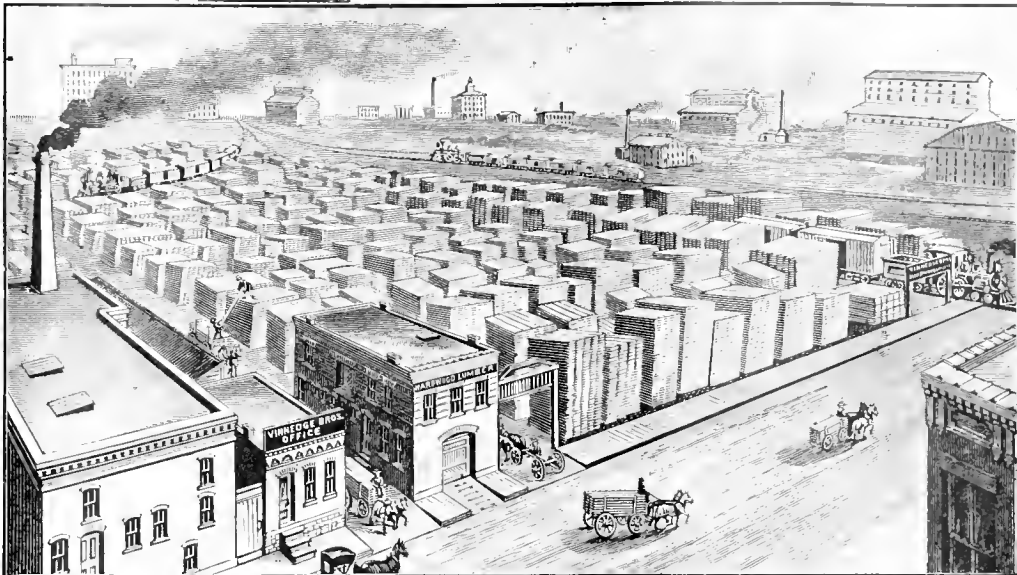
E. C. ATKINS & CO., - Indianapolis, Ind.

Branches: MEMPHIS, TENN. MINNEAPOLIS, MINN. ATLANTA, GA. PORTLAND, ORE. NEW YORK CITY, 64 Reade St.

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.

LOGS = LOGS

Highest Market Prices paid for

Walnut, Cherry White or Burr Oak and Poplar Logs

For full information concerning prices, shipping instructions, etc., address

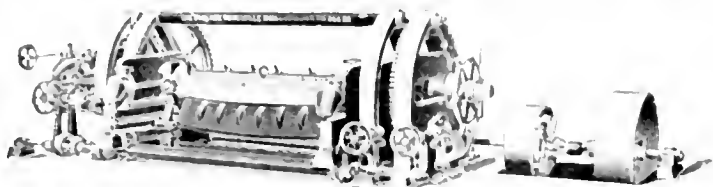
Chicago Wood-Stock Mfg. Co.

North Branch and Eastman Sts.

CHICAGO

IF YOU WANT THE BEST

Vertical Slicing Machine on earth buy the Coe & Wilson 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.

HARDWOOD BOARD RULES

FOR HARDWOOD LUMBERMEN

AT

\$1.25, Carriage Prepaid.

Send your orders to the
HARDWOOD RECORD,
134 Montoe Street.



FAST TIME AND THROUGH TRAINS

BETWEEN

**Cincinnati,
Indianapolis,
Chicago,**

AND BETWEEN

**Cincinnati, Dayton,
Toledo, Detroit,**

FOR ALL

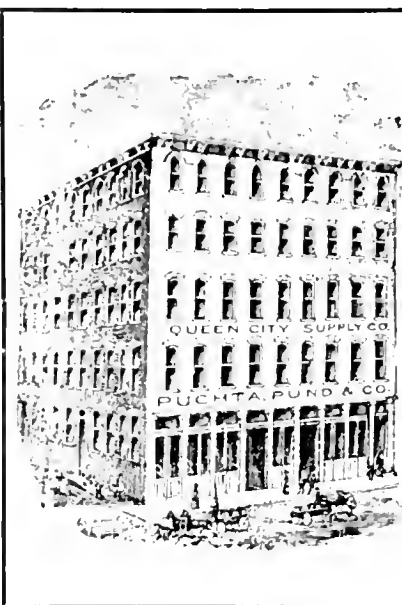
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Our Chisel-Tooth Saw is
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It increases the output of the
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504 to 520 Grand Street,
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Cincinnati Hardwood Lumber Co.,

FINELY FIGURED QUARTER SAWED OAK VENEERS A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

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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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WILL PAY CASH FOR DESIRABLE LOTS OF

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ALL GRADES 1 IN. TO 2 IN. THICK

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Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

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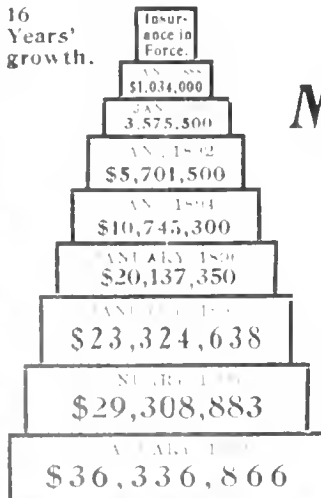
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Chestnut, 1 inch and thicker.
Poplar, 1 inch and thicker.
Cypress, 1 inch and thicker.

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A purely Mutual Life Insurance Company.
The largest cash surplus in proportion to
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the reserves thereon guaranteed. This
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610-611 Marquette Bldg., CHICAGO, ILL.

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100 M feet each of very fine 3 and 4 inch 1st
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manufactured in every respect, nice bright
color, good average width, running from 10
to 16 feet in length, with a fair proportion of
long lengths. We will be pleased to have
you call and see the lumber or correspond
with us regarding it. Address,

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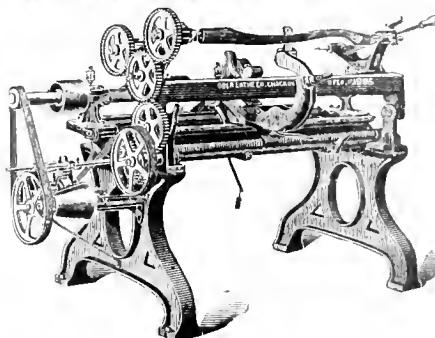
Vol. XVI.

CHICAGO, JULY 25, 1903.

No. 7.

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LARGE STOCKS. PROMPT SHIPMENTS.
 Write for Price.

One Million Feet Cherry.

We shall have that amount to offer during the coming year. We have on hand now several cars 1-inch dry rejects and better, and also some thick No. 2 and No. 3 common. We can cut cherry to order. We shall also have a large amount of white ash and maple, and can make contract for a quantity cut to order. Send us your inquiries, please, for all kinds of lumber.

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 We can furnish you
OAK, ASH and CYPRESS. Uniform Quality and Color.
 All Lengths and Thicknesses.
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OUR SPECIALTY:
8 INCH POPLAR.

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Lumber inspected at point of shipment.

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WILL SEND INSPECTOR TO TAKE UP DRY OR GREEN STOCKS.

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PARK RICHMOND & CO.

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Always in market for Plain Oak, Quartered Oak and Poplar. Write us.

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Ample Stock from 3/8-inch up to 4-inches
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600 M feet 1, 1 1/4, 1 1/2, 2, 2 1/4 and 3 Inch Log Run Rock Elm.
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Our mill at Crandon, Wis., is in the finest hardwood belt of the State.
This is only part of our stock. Write us when in
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500,000 Feet White Cane Ash.
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Two to Three Million Feet Cypress,

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THIN QUARTERED WHITE OAK.

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We are now ready to book orders for flooring
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Doing the same old thing!!!

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THE HARDWOOD RECORD

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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 26.

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.

Two weeks ago we sent our readers to the woods to take their vacation; or came as near to sending them as we could, in what we meant to be a serene frame of mind and with the comfortable assurance that we should have a good, fair fall trade. And we practically guaranteed that there would be no untoward happening in the business world during the time of their absence. We trust they took our advice promptly and are now back at the helm, because we now want to divide the responsibility. We want to withdraw our guarantee.

We had watched prices of almost all kinds of commodities and of practically all kinds of securities settle gently down toward a more reasonable basis for the past year without disturbing business or causing much uneasiness, and we saw no particular reason why the speed of the downward movement should be particularly accelerated just at this time. A very strong clique has been supporting the market, and we had faith in their power to ease things down gradually, but in some way our calculations were wrong, for the stock market has gone all to pieces in the past fortnight and there is every evidence that the situation has gotten away from those supposed to be in control.

Of course the day of reckoning for the financial follies of which the country has been guilty in recent years had to come some day, and we had rather expected it would come sooner than it did; but when the tide turned so gradually and the process of squeezing the inflated value out of things proceeded so safely, we had come to hope that we might get down to a proper basis without much of a jar. We are free to confess that at the present stage of affairs we do not like the outlook. Some giant hand seems to have given things a shove.

Of course there has been nothing happening in the two weeks to alter the situation from a legitimate business standpoint. The crop prospects are rather brighter than two weeks ago, and we are that much nearer a bountiful harvest, the product of which bids fair to be marketed at fair prices. The farmers who had money two weeks ago still have it and the laborer who was well employed at that time, at good wages, has not been discharged nor had his wages reduced. But there is a different atmosphere in the financial and

commercial world from that of a fortnight ago. Still we may pick up and go ahead again without much trouble. So far as the hardwood lumberman is concerned the general business situation is all he needs to consider. If general business remains good there is no question but that his business will flourish.

It seems to us that the feature of the present severe and almost unexampled slump in the market for securities, which is most sinister in its aspect, is that there is no apparent cause for it.

It was the agitation of the silver question and tariff question which is conceded to have brought on the slump of 1893; and when the sharp but short slump of 1901 came it was due to an adverse decision of the Supreme Court, which seemed to threaten the existence of all the trusts.

The present slump comes at a time when there seems to be absolutely no clouds in the financial, commercial or industrial skies. The structures that Morgan and his men have erected are not being blown over by storms of adversity, but are tumbling for the reason that because of their rottenness they cannot support their own weight.

Coming, as it does, in so quiet and serene a time the present slump cannot be attributed to excitement and nervousness. Nor can it be attributed to manipulation of financiers, for all the strong financial interests have much at stake in keeping the market up.

The present slump seems to have come as the result of the calm, deliberate judgment of the American people. And coming in such manner it has come to stay. The efforts of the financiers may boost prices for a day or a week, but in the end they will have to give up the struggle and unload their "undigested securities" at what they are worth.

CARRYING STOCKS.

There has never been a time within our recollection when the stocks of hardwood lumber were so low in the central markets as they are at present. This does not apply to any one, two or half dozen points, but is general.

Consumers are buying "from hand to mouth," as the saying is, and have been for several years, or ever since the slump in prices came in 1900 and caught a number of them heavily loaded up with high-priced stocks. And they will continue to

buy the stock for months until such time as stocks are once plentiful.

The proposition is true as regards the way in which retail yard dealers accept their bids, don't buy from head to mouth, because of any prejudice against accumulation of stock, so much as from their ability to get the sufficient quantities of any material to meet the requirements of their trade.

In other words, the fact that city yards, both the yards of consumers and of dealers, are so bereft of lumber, is due largely to the fact that it is more or less impracticable at this time to accumulate stocks because there is very little stock to accumulate. This accounts in part for the shortage, but there has been, within the past few years, a change wrought in the methods of handling the hardwood lumber trade which will preclude the carrying in the future of such large reserves in the city markets as was formerly done.

Nine or ten years ago one might stand on North Branch street on Goose Island and see 25 million feet of hardwood lumber in the yards of Vinnege Bros., Ames & Frost, R. Granger & Co. and L. V. Boyle & Co. Today that section is bare and desolate in comparison, and four millions will probably cover all the stock carried.

It was the same in the hardwood district of the South Side, at Twenty-second and Lumber streets, where Hayden Bros., R. B. Appleby & Sons, P. G. Dodge & Co. and Lesh & Matthews carried heavy stocks, aggregating 20 or 25 millions. Today there isn't a million feet in that whole section.

Of all the firms named above, only two, Vinnege Bros. and P. G. Dodge & Co. are still in the yard business, and they have reduced their stocks to a retail basis. The only hardwood yards in Chicago which carry heavy stocks at the present time are those which deal in northern hardwoods, such as W. O. King & Co., Theo. Fathauer Company, E. Sondheimer Company, Heath-Witbeck Company and another or two.

The dry hardwoods naturally carried in stock on the Chicago wholesale and retail yards today are at least 100 million less than was naturally carried ten years ago.

Of recent years the tendency toward direct shipment in carlots has encouraged the carrying of the surplus stocks at such shipping points as Cairo and Evansville, but a visit to those markets at present shows stocks at the lowest possible ebb. These conditions, taken in connection with the fact that the stocks at the mills are extremely light, bring us up against the fact that in hardwood lumber consumption is crowding close upon the heels of the saw mill. There was probably never a time in the history of the trade when the stocks of dry hardwoods were lower than right at the present.

The proposition that under the circumstances there can be any serious let-down in prices is an absurdity.

A WISE MAN GONE.

We had started to head this "A Good Man Gone," but as it has reference to the death of Pope Leo XIII, we thought that heading not sufficient.

Every man is good according to his own lights. The difference in men is their difference in wisdom and opportunity. The wiser a man is the better he is, for wisdom teaches, above all else, that there is no profit in evil.

The press of the whole world has joined in a eulogy of Leo XIII, and justly. Our writer says that the secret of his vast influence was his goodness; another that it was his courage; another that it was his craft and knowledge of human nature; another that the secret of his power lay in his scientific living, his abstemiousness and moderation. The fact is, that the only statement that will account for Pope Leo is to say that he was a man of deep and profound wisdom. That fact established accounts for everything.

The wise man is a good man, and a good man not from impulse but from conviction. A man who is good from impulse is all right in his way. Many a criminal who has died on the scaffold or rotted in prison was a man of good impulses. Ninety-nine people out of a hundred mean well. Good impulses are very common in this world, and it is even said that hell is paved with them. But they do not cut much figure in the affairs of men.

Fully half the time they should be resisted. To say that a man is "a good-hearted man" is saying very little for him. When a man has earned that description the chances are that both his heart and his head are soft, and that he will do more harm in the world than he will do good.

When we say that Pope Leo was a good man, we mean that, because of his broad and comprehensive wisdom, he devoted all the vast powers of his mind to leaving the world better than he found it. Being a truly wise man, he held most of the things for which men strive at their true valuation. Being a truly wise man, to do good was his only ambition. We know from what some very wise men have said that to them any other ambition seems foolish.

Napoleon was a great man in many ways, but he was not a wise man. Had he been he would not have failed. A wise man does not fail. Had Napoleon been a man of Leo's wisdom he would have known that his ambition to make a French empire of Europe was, while a rather large ambition, a childish one. And had he been a wise man he would have known that his project was impossible. A wise man does not undertake the impossible.

From his peculiar position as head of the Roman Catholic Church, Leo had the advantage of being unhampered by patriotism, which, when all it said and done, is a narrow virtue. Indeed, we rather doubt if a very great man considers it a virtue at all.

He had an interest in the affairs of all

nations. A great man who was limited by patriotism to the work of advancing the interest and welfare of his nation and his people at the expense and maybe, the ruin of other nations and other peoples, could never have wielded the influence for good that Pope Leo wielded. That a great man could be forced by circumstances to devote all his great powers to the task of enabling a man on one side of a river to wrest the good things of life from a man on the other side of a river, does not, we imagine, strike a wise man as a consistent or impressive performance. It no doubt strikes a wise man that a man is entitled to justice and fair treatment, no matter on which side of the river he happens to reside.

The Roman Catholic Church is a mighty power, whether for good or evil. It has often, under other leaders, been used in a spirit of bigotry, cruelty and all unwise. It has been used to forward petty, unworthy, personal ambitions. It has been used in all its mighty strength to oppress the bodies, stunt the minds and dwarf the souls of men. Indeed, so often had it been used for unworthy purposes that there had grown a conviction in the minds of many that it was evil in itself.

But Leo has shown that, mighty as it had been as a power of evil, it could be mightier as a power for good. He has shown that, while it had been a mighty instrument for oppression in the past, it could be a mightier instrument to fight oppression with. And this great power has been used so tactfully, so carefully, so patiently—in short, so wisely—that not many people knew it was being used.

And after a half century of use Leo leaves his great instrument stronger and better than ever before—because that which is good is stronger and better than that which is evil.

One of the most striking things about this striking man was the calm and serene wisdom with which he managed his body that it might make the most effective instrument for serving the purposes of his mind. He seems to have looked upon his body much as a careful driver looks upon his horse, and to have given close attention to how he might get the last possible ounce of service out of it before it became too badly worn for further use. It was not a good body to begin with, being frail and lacking in vigor, but by careful handling it went a long and arduous journey and pulled a heavy load.

Leo knew that he was a great man with a great opportunity to do a great work, and that the thing for him to do was to make his tenement of clay hold out as long as possible. And bringing all the powers of his remarkable mind to the task, he made it last to an astonishing time and to yield up its strength to the best advantage and to the very last shred.

When he sat at table, the question with him was not the weak and incontinent question of what he liked or what would

taste good to him. The question he asked himself when he sat at table was as to what he could put into his stomach that would best feed and sustain his body and enable him to do the maximum of work with the minimum of wear. And when the frail tenement could be made to answer no longer, that great mind stepped calmly and confidently out of it and into the work God has for it beyond this life.

And with the same calm and ceaseless watchfulness with which he husbanded, and the same cautious intelligence with which he used, his bodily strength, he husbanded and used his great opportunity for doing good in the world; and used up its very last shred of possibility.

A good man, some say; a shrewd politician, a great statesman, others say. A wise man, we say, and that covers it all. And he left the world better for having lived. And that is a good enough epitaph for any man.

THE PRICE SITUATION.

Strong as the price of oak lumber is at present, and it has never been stronger, it does not seem stronger nor higher than is justified by the general conditions of supply and demand which prevail at present and will prevail under any normal conditions in the future.

We do not see how the upper grades of quartered oak can ever be much lower in price than at present. The logs that will produce high-grade quartered oak are becoming scarce, and when you find such a log the competition of the veneer and stave people forces the saw mill man to pay so much for the log that he can't make it into lumber at a price much lower than at present prevailing. And when prices of lumber go much below the present level the veneer or stave people will get the logs.

A good many people do not appreciate the growth the veneer business has made in recent years, and this growth guarantees that the price of high-grade quartered oak will not be lower than it is.

Conditions have become such that high-grade quartered oak lumber is too good for ordinary consumption, and those wishing to use such lumber must get it out of the lower grades.

Plain-sawed oak is higher to-day than it has ever been and the demand is stronger. Through all the ups and downs of hardwood prices during recent years, plain-sawed oak has remained fairly steady—the steadiest of any hardwood on the market.

The greatest advance it has made has been within the past three or four months, and there is but little of it on the market.

The situation in poplar is a little different than in any other hardwoods. Poplar timber comes largely from the mountainous districts of Eastern Tennessee and Kentucky and from West Virginia. It is

difficult to get the logs to the mills, and in many sections the difficulty is so great that only very high prices for poplar lumber make it profitable. When the price for poplar lumber is low, or only moderate, the timber most difficult of access remains unmolested. Under such conditions as have prevailed during the past year, however, there is profit in operating in sections where under ordinary circumstances there is no profit.

Another thing is that anyone having any facilities for operating has had no need to remain idle from lack of funds. Poplar has been so scarce and high that there were any number of people ready to furnish any amount of money on the prospect of getting poplar lumber that would give them a profit in the handling. So there has been a good deal of poplar lumber produced in unusual and unreckoned territory during the past six months, and it is beginning to come on the market. One thing which, among others, has tended to keep the poplar market up to the top-notch during recent months is the conviction apparently existing among some of the producers, and notably the smaller ones, that poplar will be advanced still further after the first of September. Some of these smaller producers are piling their lumber with this expectation, but that condition is fully offset by the fact that the bigger and better posted manufacturers are sold right up to the saw. Still it may be said that at present the price on poplar lumber is steady.

It isn't often that an outside lumberman comes to Chicago a bear and goes away a bull on prices, but we saw such a happening last week. A gentleman came here to sell some gum lumber and expressed himself in this office as being pessimistic as to the prices on gum being maintained. He found so much better demand for all grades of his gum, however, and he disposed of it at so much better prices than he expected that he went home jubilant.

It is true that a great deal of gum lumber is being produced at present, but it is also true that a great deal is being consumed. The high price of all other kinds of hardwoods and the extreme scarcity which has characterized the supply of recent months, has given gum its opportunity to make a place for itself as a substitute for higher priced stock; and much of the ground it has gained it will hold on its merits. Cottonwood is very scarce and very firm in price and bids fair to hold its own strongly.

In northern hardwoods we consider the situation very strong and there is no prospect of any weakness that we can detect. In maple, the great staple of Michigan, it is beginning to be difficult, even this early in the season, to place orders for certain thicknesses, and there is every prospect at present that when navigation closes this

fall the docks and yards of the producers will be cleaned up thoroughly, and that the stock in the city markets will barely avail to carry the trade through the winter and early spring. We consider the situation as regards maple to be as strong as it has been in recent years.

And that which is true of maple is true of other northern hardwoods.

On the whole the price situation as regards hardwood lumber is very strong and nothing short of a great slump in general business can impair the prosperity of the hardwood lumber trade.

A SOUND POSITION.

Charles A. Towne of Minnesota, who has a considerable reputation as an orator and a general all-purpose windbag, made an attack on Grover Cleveland in a recent speech, which had a great deal of humor and more truth in it than he probably understood. He said that Grover Cleveland never had an original idea in his life, and he poked fun at Mr. Cleveland's ponderous style of oratory by picturing him delivering an address after this fashion:

"My Fellow Citizens: After that calm and deliberate reflection which we should all give to the weighty problems which confront us, and after careful inquiry into the experience of mankind, in this and other countries, and in former times, as well as in our own era, I have come to the conclusion that two and two make four."

Then, said Mr. Towne:

The multitude of Cleveland worshippers would throw their hats in the air and huzza and turn to one another and exclaim: "Do you hear that? Mr. Cleveland says two and two make four. That's right. That's what I've said all along. Bully for Grover! And you may depend upon it that he'll stick to it as long as he lives. They can't bulldoze him. He'll never, never compromise and admit that two and two make three, or five, or even four and a half."

Now that's funny, of course, and it's true—all true—truer than Mr. Towne understands, probably.

It is true that Mr. Cleveland, if he felt called upon to state that two and two make four, would deliver himself about as Mr. Towne says, for he is a very ponderous and pompous kind of a man. And it is true that his friends and admirers, who, as has been proven on several occasions, are a majority of the people of this country, would probably heartily concur in the statement that two and two make four, and would be pleased to hear Mr. Cleveland give voice to a conviction they had long entertained. For Mr. Cleveland's friends and admirers are of the sober and conservative class of citizens who have a strong predisposition to adhere closely to that which is tried and proven. And one reason of his popularity among the people is the belief they entertain that on all other points he is as sound and safe as on the proposition that two and two make four. You see, there are at this time a great number of brilliant men endeavoring,

very I do it fashion, and with no original idea and grace, to prove to the people that two and two make five, or six, or even ten, and the rather unmusical voice of Grover Cleveland breaking in at intervals with the repetition that "two and two make four" gives the people no offense. In truth, it rather pleases them, despite the fact that his style is somewhat lacking in grace and smoothness.

As for having original ideas, that doesn't amount to much. There haven't been a half dozen original ideas brought into the world in the past half dozen centuries that have had any value to them. It was more than 2,000 years ago that King Solomon said: "There is nothing new under the sun."

Occasionally a "brilliant" young man like Mr. Towne gives birth to something which he mistakes for an original idea, and which fascinates for a while with its bright colors, but which proves in time to be merely a bunch of hot air "with a skin on it."

Mr. Towne left the Republican party in 1896 to follow the "brilliant" young man from Nebraska, Mr. Bryan, who was preaching that two and two make eight, or could be made to make eight with just a little assistance from Congress. In other words, that by just a trifle of hocus-poecus a dollar's worth of silver could be made into two dollars. Mr. Towne followed that "original idea"—chased it all over the country, and was much taken with it until the skin broke and he found that there was nothing in it but hot air and a bad smell.

There has never been a time in the history of the country when such strenuous efforts were being made to win the people away from the old-fashioned proposition that two and two make four. Promoters, financiers, stock jobbers, trust builders, specialists, labor agitators and all sorts and conditions of windbags seem to have united in one grand rally in an attempt to sweep the people off their feet and make them believe that two and two make pretty nearly any old thing.

And the conviction, amounting to certainty, that Grover Cleveland can never be swept off his big and solid base by any such sophistry makes him, as a public man, popular with a mighty substantial class of people. Not only does he believe that two and two make four, but he is not ashamed, because his belief is not fashionable or popular, to announce it, and he even demonstrated, when he was president, that he would order out the troops, if necessary, to sustain the contention.

And the brilliant young men like Towne and Bryan, and the brilliant old men, like Watterson, who can run rings around Cleveland when it comes to talking or writing or evolving original ideas, can't understand why the people should cling to a rather dull and pompous old fellow who creates a discord every little while by

blounding in a raucous voice that "two and two make four."

But the plain people understand

NATIONAL MANUFACTURERS' ASSOCIATION AFFAIRS.

NEW LUMBER CREDIT GUIDE.

At the annual meeting of the National Lumber Manufacturers' Association in Washington, D. C., it was decided to establish a credit rating department. Mr. George K. Smith, secretary, has issued the following letter, which indicates that the proposition is well underway:

To All Members of Affiliated Associations: At the annual meeting in Washington it was unanimously decided to establish a credit rating department and publish as soon as possible a book containing the names and ratings of all buyers of lumber.

This department has been organized, and will begin at once to secure information from various sources.

The committee in its report recommended that each member of the affiliated associations composing the "National," be requested to furnish this department a list of customers, whose names appear on your 1902 ledger and first six months of 1903, together with answers to questions on a blank prepared especially for this purpose, which will give your experience and your opinion of the amount of credit to which each customer is entitled. These replies will form the basis for comprehensive and up-to-date reports on from 15,000 to 20,000 retail lumbermen, which will be available in a comparatively short time.

As the credit rating department will be of mutual benefit to all members, we trust you will promptly fill in names of your customers on blanks (when received) and return to the department office.

A report of the committee having the organization of this department in charge will be sent to you soon, fully explaining the manner of financing and supporting this department.

GEORGE K. SMITH, Secretary.

APPOINTMENT OF COMMITTEES.

It is also announced from same quarters in pursuance to action of the convention at that time that the following committees had been appointed:

COMMITTEE ON TRADE RELATIONS.

J. L. Roper, Norfolk, Va., chairman (North Carolina Pine Association).

William Irvine, Chippewa Falls, Wis. (Mississippi Valley Lumbermen's Association).

J. A. Freeman, St. Louis, Mo. (Southern Lumber Manufacturers' Association).

C. C. Yawkey, Hazelhurst, Wis. (Wisconsin Valley Lumbermen's Association).

A. J. Gahagan, Ashland, Ky. (Hardwood Manufacturers' Association of the United States).

C. L. Cross, Chicago, Ill. (Southern Cypress Lumber Manufacturers' Association).

A. G. Cummer, Jacksonville, Fla. (Georgia Saw Mill Association).

E. G. Griggs, Tacoma, Wash. (Pacific Coast Lumber Manufacturers' Association).

GRADES AND CLASSIFICATIONS COMMITTEE.

J. D. Bronson, chairman, Stillwater, Minn. (Mississippi Valley Lumbermen's Association).

F. O. Brown, Rhinelander, Wis. (Wisconsin Valley Lumbermen's Association).

Charles E. Patten, Seattle, Wash. (Pacific Coast Lumber Manufacturers' Association).

J. B. White, Kansas City, Mo. (Southern Lumber Manufacturers' Association).

R. H. Van Sant, Ashland, Ky. (Hardwood Lumber Manufacturers' Association of the United States).

H. H. Titt, Tifton, Ga. (Georgia Saw Mill Association).

George W. Roper, Norfolk, Va. (North Carolina Pine Association).

Frederic Wilbert, Plaquemine, La. (Southern Cypress Lumber Manufacturers' Association).

TRANSPORTATION COMMITTEE.

W. B. Stillwell, chairman, Savannah, Ga. (Georgia Saw Mill Association).

H. H. Foster, Malvern, Ark. (Southern Lumber Manufacturers' Association).

Joseph Rathbone, Harvey, La. (Southern Cypress Lumber Manufacturers' Association).

R. J. Camp, Franklin, Va. (North Carolina Pine Association).

A. R. Rogers, Minneapolis, Minn. (Mississippi Valley Lumbermen's Association).

C. C. Yawkey, Hazelhurst, Wis. (Wisconsin Valley Lumbermen's Association).

J. H. Baskette, Nashville, Tenn. (Hardwood Manufacturers' Association of the United States).

C. E. White, Cosmopolis, Wash. (Pacific Coast Lumber Manufacturers' Association).

NATIONAL FORESTRY MEETING.

The annual convention of the National Forestry Association will be held in Minneapolis the latter part of August. One of the reasons for bringing the convention to this city this year is because of the interesting questions that will arise over the opening of the national forest reserve around Cass Lake, as the result of one of the provisions of the Morris bill. Under the conditions of the bill five per cent of the timber is to be reserved for forestry purposes. Just how to preserve this portion of the timber, and at the same time give the lumbermen reasonable facilities for getting out their timber, will be one of the principal questions to be considered at the convention. Minnesota people, and particularly Minnesota lumbermen, will be consulted as to their opinions on the matter. The plan, as announced by Forester Pinchot, of the Bureau of Forestry, is to leave all timber under thirteen inches in diameter, which, it is figured, will be about 5 per cent. Timber of this class was not cut twenty years ago, but in recent years the lumbermen have been taking much smaller trees than that. The Bureau of Forestry is disposed to consult the needs of the lumbermen, so far as is consistent with the duties of the department under the law.—Mississippi Valley Lumberman.

An appeal has been taken by the lumbermen of Mississippi from the decision of Judge Niles on the amended bill seeking to secure an injunction restraining the railroads operating in the state from enforcing the advance of 2 cents per 100 in the rates on yellow pine shipped to points south of the Ohio and east of the Mississippi rivers.

The Man About Town.

BY C. D. STRODE.

WHAT AILS THE STOCK MARKET?

About a year ago the Record published an article comparing J. Pierpont Morgan to John Law. Law was a financier of the Morgan type, who lived something like three centuries ago, who blew up great financial bubbles, operating contrary to all accepted and conservative ideas of finance, but whose success was so undoubted and indisputable for many years that it seemed that all the old-fashioned ideas about producing wealth by labor alone had been overthrown. But in the end it was proven that all his prosperity was fictitious and that all the issuing of stocks, bonds, shares and other credit tokens, running into untold millions, had not added a penny to the actual value of things. And when Law's schemes started to tumble they brought ruin to the whole French nation.

There is this difference between Morgan's end and Law's, however. Law fooled everybody in his generation; Morgan has fooled few, if any. Law correctly ganged the intelligence of his prospective clients and Morgan proceeded on the same lines, overlooking the fact, evidently, that the world has progressed enormously within the past three centuries.

But the situation is more serious than a good many know or care to admit. A little liquidation in Wall street is not going to end it by any means. We may escape a general panic and I believe we will, but even at the best much evil will come from the present situation, and, as we said a year ago, the time will come when the people will curse Morgan and his pirate crew with heartfelt bitterness.

It is my opinion that Morgan and his crew should be in jail and it wouldn't surprise me greatly if they should get there before all is done. They are a gang of bunko sharpers, operating with millions, it is true, but bunko sharpers just the same, and for the evil they have brought and will bring upon the country and the people they could not be too severely punished.

Fortunately, they have not been able to deceive many people into investing in their various and assorted gold bricks. As the matter stands to-day Morgan and his millionaire confederates stand to make the principal loss themselves; but they have brought disaster to many a fine industry and have impaired the confidence of the entire country in the stability of things. Everywhere there is doubt and uncertainty and uneasiness.

The great industries of the country, the railroads, the steel works, the mines, the shipping have been seized by these ruthless operators and have been juggled and organized, and reorganized and merged, until the people have lost confidence in all such classes of investment. Old and con-

servative and well-managed institutions have been seized, such as the Illinois Central, L. & N. and others, whose securities have been considered as safe as a real estate mortgage, and exploited until the people have lost confidence in every sort of an enterprise of which control can be secured in the open market.

Surprise is expressed to-day that some of the best stocks, good dividend-paying stocks are selling far below their value, and offer this as evidence that the present slump in the market is unreasonable and therefore can only be temporary. To my way of thinking, the loss in these good stocks is only a logical result of present conditions. Other fine properties have been seized and wrecked, and no property is safe from the pirates. The people have lost confidence in all such properties, and all this clap-trap, bunko business will need be dropped, the industries of the country will need be placed on a solid foundation of conservatism and be given good and careful management for many years before that confidence is restored.

Therein lies the harm that Morgan has done. He has not been able to unload much of his watered stock upon the general public. It is, most of it, still in the possession of himself and his millionaire confederates, and if the evil of it all could be confined to those who are responsible for it—if all there was to it was to sit about and watch the sharks caught in their own trap—the people would enjoy it hugely. Nothing brings a man more pleasure than to see a trap set for him sprung on the one who set it. But, sad to relate, that isn't all. For, while the pirates are meeting their just deserts, they are bringing ruin and desolation to the finest properties and industries in our country.

* * *

Nothing in the business world is more pitiful than a "busted trust." If a firm or an individual fails that firm or individual begins at once to build up again. An agreement is reached with the creditors, the business is reorganized, the plant overhauled, bustle and activity resume their sway and thrift begins anew the careful placing of one penny upon another. But when a trust fails it is different.

If a man has spent his life building up a business he has a pride in every part of it; and if it falls he will struggle like a giant to rebuild it.

And his reputation among his friends and neighbors for ability and integrity! How dear that is to him no man will put in words, but every man can understand by examining his own heart. And the giant efforts he puts forth to retrieve it would move mountains.

But a "busted trust" is a different prop-

osition. No one has any interest in it. And the chances are that those concerned in its management before it failed have protected themselves. Ownership is vested in a lot of people who have no interest in it or pride in it—men who never saw a plant in operation and whose only interest in it was to have it pay dividends or interest. And that ownership is represented by some printed slips stuck away in a pigeonhole and which make a man cuss every time he sees them.

* * *

There is a plant in Chicago, which I pass frequently, which belongs to a "busted trust." And to one who knows the history of the plant the desolation of the great, silent buildings, with their sealed-up doors and broken windows, brings a heartache.

More than sixty years ago the little business, which was the germ of the great plant, was started by two young men whose chief capital stock was hope and faith and industry and thrift. Gradually the business grew and expanded, safely, solidly and conservatively. And the dingy little shop grew and grew until it was eight stories high and covered half a block. And the two young men grew to be middle-aged and then to be old; and from doing all the work themselves they came to employ thousands. And finally they quit work altogether and left the management of the plant to their sons and their confidential men, and they did nothing but wander about the plant patronizing the old hands in a benevolent, fatherly way, or swelling with pride as they showed their friends or strangers through.

Then the promoter of the trust came along and talked to the old men of the wonderful new scheme of finance. How expenses could be reduced by combination and prices advanced by monopoly. And wouldn't they go into the trust?

But the old men looked at one another with wonder and incredulity in their failing eyes and shook their heads. They couldn't grasp it—it couldn't be done, they said.

But the promoter was smooth and insistent. The world was advancing, he said, and those who failed to keep up with the progress must be run over. And if they wouldn't enter the trust, wouldn't they sell? Surely they would sell? And the promoter named a price.

But the price was too much, they said; the plant wasn't worth it.

Not under the old system, maybe, the promoter urged, but under the new system they could afford to pay it.

And finally, because the price was so high, and because their sons advised them to sell, and because they were grown so very old and the world was moving so very

the plant had kind of lost the run of the mill, and decided to sell. And the only way it could be to be trouble with the organizing people, too. Trouble about hours and wages, and there wasn't so much people in the plant any more. After the offer, they felt that the men were better off the other way. So they sold out and took their money and moved to California and the trust took possession.

You see, this was one of the first trusts to be organized and it has had time to fail. They will all fail in time, at least all that were ever capitalized in the organizing and most of them were. For even when a trust is organized at a fair valuation of the property taken in, it has its work cut out to compete with the individual. It has advantages, it is true, but it has disadvantages also.

A trust can save something in operating expenses, no doubt by combination; but there isn't anybody about the trust who will work all day in the shop and then sit up until midnight posting the books. And there isn't anybody about a trust whose wife will wear a shabby coat another year so that there may be money enough to put in a new machine. That's the kind of competition a trust has to meet, and it makes strong competition. The trust may be able to hold its own if it has no watered stock to pay dividends on, but if it be weighted down with a load of over-capitalization its name is "mud."

So this trust failed and the great plant is idle; and the great booming "whistle" that for so many years called the hundreds of employes to work, or sent them thronging happily through the giant gates when the work was done, is stilled; and the expensive machinery, every piece of which was bought and placed and started with pleasure and triumph and joy, is rusting away in idleness. And from the uneasy stillness and desolation of the great plant it would seem that there is a curse upon it. And there is—the curse of a vicious, rotten system.

You see, something might be done if the plant belonged to anybody in particular. This man may own a few shares, and that man a few, and so on. They are filed away in a pigeonhole or stored in the bottom of some old trunk, maybe, and forgotten nine-tenths of the time.

The plant as it stands has some value, but it isn't five cents on the dollar of what it cost the stockholders. And, as you know, stockholders had about as soon keep a stock indefinitely as to take five cents on the dollar. And so the plant remains idle and will remain so for many years probably.

For the American people have learned how to build trusts, but not how to take them apart nor what to do with the pieces.

But they will have to learn.

* * *

Every once in a while, the history of the

country shows, some man comes upon the world's stage who has a great talent, and, owing, in some cases, to positive genius, he is fooling people. He can make you believe that black is white, that the sun will run up hill and that truth isn't true at all, or that you don't want to be more than half of it even if it is.

When Morgan came upon the scene there were a whole lot of people who believed that in him they had a fooler. And after he had made some little reputation in that line, they capitalized him, as it were, and through various syndicates and pools they backed him in his projects for fooling the people.

His chief achievement so far has been the billion dollar steel trust. He found that trust partially organized. Away back before Morgan's career began in a large way, Carnegie had pretty nearly put a lot of slower people in the steel trade out of business. And these weaker brothers had united in a small way to protect themselves from the thrifty, driving Scotchman. When these various minor plants found they could not make money because of being badly located, or out of date, or, for one reason or another, three or four of them would combine their losing ventures into a larger losing venture. And when they combined each party to the transaction was allowed at least twice what his plant was worth. In fact, if he got any thing at all for it, he got more than it was worth, for a plant that can't be operated except at a loss is of no value except for junk.

But by issuing and selling and putting up for collateral a lot of stock and bonds, these larger losing ventures were enabled to run along for a time. And just when they were about to collapse Mr. Morgan came in and brought them all together into one grand trust, taking up the watered stock in the smaller trusts with the still further diluted stock of the new trust. Everything depended, of course, on getting Carnegie in, and he was got in, as is well known, by paying him fully double the value of his plant.

Then the great, unwieldy, waterlogged craft was set afloat, and being favored by a spell of remarkably good weather and favoring winds in the most prosperous times in the history of this prosperous country, it has managed to float for a few years. But in spite of favoring winds and fair weather the time has come when the old hulk will float no longer.

You see, the time has come to transfer the gold brick to the people, and the people won't have it. And I don't wonder, for it is the cheapest, brassiest-looking gold brick ever put on the market.

And it seems that Morgan isn't a fooler after all. So far he has only fooled those who believed he was a fooler and who put up their money to back him in that belief.

Steel stocks are low because steel stocks

are not worth much. Nobody knows what the actual value of the steel trust's tangible property is, and nobody has confidence enough in his knowledge even to hazard a guess. It has some fine property in the Carnegie plants and others, but it is a well-known fact that many of their plants are valueless. A manufacturing plant will go out of date in ten years, in these times, as everybody knows. And a great portion of the small foundation of real property upon which the mammoth structure of watered stock has been erected is absolutely worthless. And even its finest plants are deteriorating rapidly, for it is impossible from the very nature of a trust that it can keep up with the progress of the individual.

And of the men at the head of the steel trust there is not one in whom the people have confidence. They know enough of Morgan and his crew that they will take their word for nothing. In floating any large enterprise and selling its securities among the people all depends on getting the people's confidence. And Morgan hasn't the confidence of the people of this country. They are too well educated and intelligent to believe in him or his rotten schemes. He has only succeeded in winning the confidence of his multimillionaire backers and they only had faith in his power to fool the people. That he could ever make the knock-kneed, pigeon-toed, pot-bellied, blue-eyed steel trust a success as a practical working business proposition nobody ever believed.

And there is where you have got to get down to with any kind of a business proposition. You've got to have a manufacturing plant where it will produce goods that may be sold at a profit. And to do that no plant can have any dead weight to carry. It is hard enough to keep up with the strenuous pace of modern life without any handicap. And that the steel trust, with its assortment of more or less valueless plants and its staggering load of over-capitalization, could ever be made a winner, nobody above the grade of an idiot ever believed. The only thing that kept it from going to the bottom like a stone in the early stages was the unexampled prosperity of a few recent years.

* * *

And as is usual in such cases the man who has posed as the master, and whose shadow was thought to overshadow the earth, proves to have been nothing but a puppet, to move which a lot of greedy, keen-eyed little fellows pulled the string.

Morgan has been the stood pigeon of a lot of confidence men. They have heralded him as a great wizard of finance who could take one bad dollar and another bad dollar and by combining make three good dollars of them. Of course they knew he really couldn't do this, but they believed he could make the people believe he could.

* * *

There has been a new breed of financiers

produced in this country since the civil war, and they have certainly prospered amazingly.

It used to be that the only way a man could become wealthy was by thrift, economy and close application to business, combined with great natural capacity. Such a man would, in the course of a lifetime of hard work, build up a great business, maybe, and achieve a good-sized fortune by strictly legitimate business methods. But the new kind of financiers have a system which beats that.

The first of these to make a startling success was, I believe, a young man named Villiers. He had by some *hocus pocus* or another got control of a good little bunch of money, and he was a very sharp young man. By some means his attention became attracted to a solid, prosperous little railroad. This road had had exceptionally fine, safe and conscientious management, and every man on it, from the president to the section hands, took a personal pride in it. It had paid good dividends, was free from debt and had a fat cash surplus.

As before stated, young Mr. Villiers (I believe that was his name) got his eye on this tight, prosperous little piece of property and conceived the bold project of boarding it, just as the pirates of old boarded the rich merchantmen of the Spanish Main, making its officers and crew walk the plank and gutting it of everything of value. And he carried out his programme to the letter.

He took the good-sized bunch of money which he controlled and began buying the stock of the prosperous little road. When the good-sized bunch of money was all invested he took the stock to a bank and put it up for collateral, and, it being such a gilt-edged security, he had no trouble in borrowing on it almost to its face value. With this money so borrowed he bought more stock, upon which he borrowed more money, until finally he owned a controlling interest in the road without having enough actual cash invested to pay for five miles of it.

Then the bloody pirate went to work; all the old, capable and honest crew had to walk the plank; the rich cash surplus was transferred to the account of the bright young Mr. Villiers; the road was bonded to its limit, the money from the sale going to join the cash surplus; the equipment and service were allowed to deteriorate and take care of themselves, and finally, when the once fine property had been looted of everything of value, the bright young Mr. Villiers sold out, and, instead of being merely a bright young man, controlling a good-sized bunch of money, he was a great financier, several times a millionaire.

I believe that in some of his future deals Mr. Villiers finally got into the penitentiary, or something like that, his system being so new and all, but that was a little slip that didn't really count and which the

bright young men of recent years have managed to avoid.

But what Mr. Villiers did to that prosperous little road his host of imitators have done to every good property they could get their hands upon. And after they had gutted them and looted them and let them run down, and had bonded them and got the last possible cent out of them, they would combine a number of them into a trust and offer them for sale as something great and new and wonderful, in order to distract attention from the fact that they were a lot of ruined, gutted and mortgaged properties.

* * *

And you do not want to delude yourself with the belief that the condition resulting from a quarter of a century of such manipulation is not a serious condition. It is a good thing that the liquidation came in a period of prosperity, for maybe we can pull through without going all to pieces. The trusts have failed and the country will have to bear the shock of having them taken to pieces. What will be done with them I don't know. How these consolidated, bonded, gutted and looted properties are to be got back to a solid business basis is a question the answer to which lies in the future.

* * *

And I don't care how low these syndicate stocks go. I hope they will go low enough to break every member of the pirate crew. We've got to get down to a solid, practical basis, and the sooner the better. There have been some wonderful advances made by the world in the past few years in many directions, but don't you ever let anybody make you believe that you can take a dollar and by any kind of *hocus pocus* make two dollars out of it. I don't care how much you refund it, re-issue it, bond it, mortgage it and consolidate it—it is still a dollar, no more and no less. And there is the difference between an industrial plant of any kind and a standard coin of the realm—the plant is deteriorating at the rate of 10 per cent a year, and in many instances the basis upon which this great fabric of credit is reared has shrunk to nothing at all.

What the end of it all will be is hard to say. How the American people are to clean up after their pirates, how they are to take their trusts to pieces and what they are going to do with the pieces is more than I can undertake to predict.

The E. J. Blackwell Lumber Company has sold to Col. E. B. Chester, lately of St. Louis and Union City, 1,949 acres of timber in the Hatchie and Forked Deer River country and a few hundred acres additional in Madison County, Tennessee. Colonel Chester will erect at Brownsville, Tenn., a factory for the manufacture of baseball material and other dimension stock.

BONSACK'S OPINION.

One of the largest strictly hardwood lumber firms in St. Louis is the Bonsack Lumber Company. Mr. W. A. Bonsack, head of the house, is responsible for an opinion which is altogether fair and sound and contains some new ideas on future conditions. He is in accord with the general view of present conditions, that it is one of scarcity of dry stocks and a demand that is difficult to meet, but he gets in advance of the many in his calculations on the future. They are in effect that now is the buying season; that while there will no doubt be a considerably increased production during the next three months or longer, the matter of shipping later in the year is going to be a serious obstacle. He predicts a car famine this fall to exceed anything in the past, and whether or not demand is as great as it has been, the ones that will do the business are the ones that have the shipping facilities.

Anyone in the hardwood business will recognize the force of the suggestion, because they understand the profits in the business do not altogether depend on the question of supply and demand. On the contrary, the facilities for doing business is an important part of the transaction. This is more largely true, probably, in the hardwood lumber business than most any other line.

SMITH'S BAY POPLAR.

The president of the F. H. Smith Lumber Company of St. Louis and the Hardwood Export Company of Mt. Vernon, Ala., which is Mr. F. H. Smith, is not only the original uniform inspection man, but is also one of the very first to proclaim the merits of tupelo gum, or, as Smith calls it, bay poplar. About a year ago the Record had an editorial on the manufacture of gum, which was prompted by Mr. Smith, and gave some of the methods of handling same, which he had found best in his experience. Lately considerable has been said in the lumber press about tupelo in general and Mr. Smith in particular. On the occasion of a call recently Mr. Smith told the Record man that there was large quantities of tupelo in the forests owned by his companies in Alabama, and that within the last few months they had shipped more than a million feet of the manufactured article. He stated that it was rapidly growing in favor and properly timbered, manufactured and cared for it would get the confidence of the buying trade.

In this connection the following item from the New Orleans Lumber Trade Journal is of importance:

The Journal is in receipt of various inquiries regarding tupelo gum or bay poplar lumber and how it is graded. This incident is especially significant as showing an expanding interest in the subject. The time is rapidly nearing when tupelo gum

which provided a place among the state-owned woods of the country. The National Hardwood Lumber Association has proposed to provide suitable rules for inspection and the proper committee to discuss the matter in charge. Those gentlemen are exhorted to "get busy." Two concerns making a specialty of tropical gum are the Export Hardwood Company of Mt. Vernon, Ala., and Bennett & Witte of Cincinnati, O.

LIBERTY A LITTLE CRACKED.

Certain localities and the people of Connecticut have recently had an opportunity to view and do reverence to the Liberty Bell, which has been making a tour through that state. But, taking in account the recent labor troubles which have seriously afflicted and disgraced that section, and also the conditions which prevail in New York City and other centers, we cannot help thinking that the true American might religiously refrain from doing honor to the relics of the revolution until they, by their votes and conduct, have restored the principles of government which such represent. When thousands of workmen in this country are deprived of the advantages of liberty which this very Liberty Bell proclaimed, it seems absurd to do homage to it. If we cannot be consistent we should at least avoid the appearance of being ridiculous, and certain it is that when workmen who want to work are mobbed and stoned, and even murdered, because other workmen who do not want to work are so unmindful of liberty that they resort to such acts, then it is that liberty, so far as this country is concerned, becomes a mockery. What kind of liberty does a man enjoy who has a pair of overalls torn up by his associates, as happened in New London, Conn., because the overalls were not marked with the union stamp? What kind of liberty does a man enjoy who has to limit the amount of work he shall do in a day? What kind of liberty does a man enjoy who cannot work when he would work because he doesn't belong to this or that union?

Liberty is a dear thing. It was fought for by our fore-fathers amid war and dire distress. It is time that liberty, the full liberty which our fore-fathers fought for, is restored, and until it is restored the Liberty Bell is not a proper object for reverence.

Under present conditions, liberty in this country, like the bell which proclaimed it, is somewhat cracked.—New York Lumber Trade Journal.

NO LAWLESSNESS SOUTH.

The Hardwood Record editorially remarks in a current number that "this nation is the most lawless to-day of any in the civilized world." It is a curious coincidence that everyone in this section who pays an extensive visit to Chicago invariably returns with a similar opinion.—Southern Lumberman.

From Near and Far.

CHICAGO COMMENT.

Mr. H. W. Baker of Campbellsburg, Ind., who has until recently been operating a mill at Princeton, Ky., was in Chicago a few days during the week.

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Mr. A. Rudd, lumber merchant of Pataskala, Ind., was a visitor in the Chicago market last week and favored the Record office with a call. As announced in the columns of the Record recently, Mr. Rudd has established a hardwood lumber plant at Yazoo City, Miss., which will be operated under the firm name of A. Rudd Lumber Company. Mr. Rudd says the lumbering proposition in the South is entirely different from that in the North, and many difficulties in putting in the plant and operating it were encountered which former experience did not tend to solve. They have finally got into complete working order and will have a fine output of hardwoods to market the coming season.

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The "Prices Current" is, as its title designates, a small book containing revised prices on flooring manufactured by T. Wilce Company of this city. Aside from quotations on the different kinds of flooring it gives valuable information on the laying of floors in general and points out some of the special features of the Wilce brand.

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Max Sondheimer, who underwent a very serious and complicated operation at the hospital a few weeks ago, is again on deck at headquarters.

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L. B. Lesh, of the Lesh & Matthews Lumber Company of this city, has just returned from a short business trip in Wisconsin. Among his purchases was a million feet of rock elm.

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Among the visitors to the Chicago market should be mentioned Charles J. Starke, of the Henry Starke Land & Lumber Company, Arcadia, Mich.; C. G. Powell and T. J. Christian, of the Fullerton-Powell Lumber Company, South Bend, Ind.; C. L. Adler, Adler Lumber Company, Lyons, Ky.; Otto Meyer, Bonsack Lumber Company, St. Louis, Mo., and George F. Hibbard, Steele & Hibbard, St. Louis, Mo.

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J. V. Stimson of Huntingburg, Ind., passed through Chicago, stopping for a day or two on his way home from a business trip up in Michigan. He reports trade outlook in that section as most flattering.

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W. E. Trainer announces the removal of his office from 1112 Fort Dearborn building to 65 West Twenty-second street, where he has also secured yarding facilities. He will carry a general assortment of all kinds of hardwoods.

It is formally announced that Willis F. Blederman will have charge of the credit rating department of the National Lumber Manufacturers' Association. Mr. Blederman will be recognized by many in the trade as secretary of the Foster Lumber Mercantile Agency of this city prior to his sale to the Lumbermen's Credit Association, and none of them but respected his ability in the lumber credit field. His long experience, coupled with a talent for that line of business, fits him admirably for a successful record in his new position.

The Chicago Hardwood Lumber Exchange, after two or three postponements, held their final summer monthly meeting at the Grand Pacific Hotel on the 24th inst.

The following members were added to the roster by a unanimous vote:

Ryan & McParland,
Fink-Heider Company,
Miller Bros.,
Crandall & Richardson,
F. M. Creelman.

A luncheon was served and general topics were discussed. In response to a motion a house committee was appointed by the chair, who in this instance was Mr. H. S. Hayden, consisting of S. J. Vinnege, A. J. Howard, L. B. Lesh.

Those answering to roll call were:

A. R. Vinnege,
L. B. Lesh,
W. E. Trainer,
Clarence Boyle,
S. J. Vinnege,
Clarence Wolfe,
Jas. Trainer,
H. S. Hayden,
C. D. Strade,
John S. Benedict,
Milton Miller,
O. J. Howard,
Mr. Richardson,
P. A. Ryan,
J. P. McParland.

ST. LOUIS SAYINGS.

The Chas. F. Leubmann Hardwood Lumber Company have contracted for a new band mill of 70,000 feet daily capacity at their plant at Marianna, Ark. This is in line with their policy of improvement all along the line, and was made necessary by a continued and uninterrupted growth of business.

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Mr. F. A. Koenig, president of the Koenig Lumber Company of this city, has gone to Redwood, Miss., to take charge of their mill at that point.

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The Southern Lumber Manufacturers' Association held its semi-annual meeting at St. Louis on the 14th and 15th inst. Among the subjects discussed were values, present conditions of stocks and trade, future out-

look, transportation, yellow pine exhibit at the St. Louis Exposition next year, the labor problem and other interesting topics.

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The Plummer-Benedict Lumber Company have recently purchased a big tract of timber in Louisiana, estimated to cut 20,000,000 feet of cypress and hardwoods.

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The Thomas & Proetz Lumber Company are making provision against future invasions of high water by filling in their grounds and raising their office building. They were not damaged to any great extent by the late flood, but say they were seriously inconvenienced.

PHILADELPHIA POST.

The semi-annual convention of the Pennsylvania Lumbermen's Protective Association was held at Williamsport on July 9. More than a hundred members were present. President W. N. James of Steelton, in his opening address, congratulated the members on the progress made by the organization within recent months and he also alluded to the prosperous condition of the lumber trade. In the report of Secretary E. F. Laudig of Scranton it was announced that ten complaints had been received against wholesalers for irregular shipments and quoting to customers. The secretary stated that six of the complaints had been adjusted, one had been reported and two are still unadjusted. Thirty-seven new members were admitted during the past term, six resigned and three were dropped from the rolls of the organization. The most important business transacted was the revision of the constitution and by-laws in order to conform with the laws of the state under which the association has recently been incorporated. The following officers and directors were elected to take charge of the organization's affairs: W. N. James of Steelton, president; T. J. Snowden of Scranton, vice-president; O. M. Brandon of Wilkesbarre, treasurer; E. F. Laudig, secretary. Directors, W. N. James, T. J. Snowden, O. M. Brandon, C. F. Brown of Bethlehem, S. Y. Frederick of Hazleton, A. G. Grater of Norristown, C. P. Maule of Philadelphia, W. Z. Sener of Lancaster, S. L. Ryman of Wilkesbarre. President James appointed the following committees:

Credentials—O. M. Brandon, T. J. Snowden and W. N. James.

Enlargement and Organization—W. Z. Sener, George F. Lee of Wilkesbarre, H. K. Baumgardner of Lancaster, H. Humphries of Philadelphia, S. C. Creasy of Bloomsburg.

Constitution and By-Laws—O. M. Brandon, S. L. Ryman, Richard Torpin of Philadelphia.

Railroads and Transportation—Richard Torpin, O. M. Brandon, Emil Gunther of Philadelphia, Hugh Mellwain of Philadelphia, W. S. Goff and W. P. Kirkendall,

both of Wilkesbarre, G. W. Finn, J. W. Howarth and M. P. Judge, all of Scranton.

At the close of the business session the delegates visited the Susquehanna boom and witnessed the operation of thousands of feet of logs. The convention closed with a banquet at the Park Hotel in the evening. Joseph C. Righter acted as toastmaster and the address of welcome was delivered by Mayor John F. Laedlin of Williamsport. President James and Secretary Laudig responded on behalf of the organization. Among the others who spoke were Superintendent J. E. Turk of the Philadelphia and Reading Railroad, S. L. Ryman and Captain W. C. King.

* * *

A number of Pennsylvania capitalists have purchased 500,000 acres of forest in Mexico on the Rancho San Esteban. The timber is located near Orinacivo, in the state of Durango and operations will shortly be begun with the erection of extensive saw mills.

The Island Lick Lumber Company will shortly start business at Seebert, Pocahontas County, West Virginia, where 6,000 acres of timberland has been secured. The officers of the company are Robert G. Kay of Philadelphia, president; Robert B. Rayner of Wilmington, Del., treasurer; John Rowlands of Aberdeen, N. C., general manager. The lumber consists chiefly of hemlock, white pine and hardwoods.

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Isaac Leshner of Williamson, Pa., has sold out his lumber business to Samuel F. Peckman.

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The study of forestry from a scientific standpoint with a view to preventing a recurrence of the disasters which destroy large areas of the country's timberland every year is being pursued this summer for the first time at the summer school of forestry, which recently opened at Milford, Pa. The school is conducted under the auspices of the Yale Forest School, and Professor J. W. Toomey of Yale University is in charge of the institution. Special attention is given to the meteorological conditions which lead to the ravages of forest fires, the floods that wreak such dreadful havoc in the Mississippi valley and the cloudbursts and cyclones which have carried destruction to all parts of the country.

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Charles M. Betts, of Charles M. Betts & Co., left recently for Europe with his family. He will be gone about four months.

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E. E. Fergus has started in business at Centeroak, Pa.

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The Hot Springs Lumber and Manufacturing Company has been incorporated at Kittanning, Pa., with a capital of \$500,000. The officers are as follows: President, H. A. Colwell; treasurer, G. W.

McNees; secretary, W. R. Moorhead; directors, H. A. Colwell, G. W. McNees, W. R. Moorhead, G. E. Grier, George H. Huber and H. E. Achenbach.

PITTSBURG PACKET.

One thing has been noticed in the local market this year, the dropping out of lumber yards. At least three concerns discontinued their yards last spring or early in the summer. In Pittsburg it costs from \$3 to \$4 per M to handle lumber in and out of the yards. Some of the largest firms in the city are doing business on a profit basis of only about \$1 or \$1.50 per M, so that dealers who sold from the yards at the prices they had to charge to make good found it impossible to compete with the carload sellers. Besides, the speculative builders and the large contractors are buying almost entirely on the track and business for the yards fell off accordingly.

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Another feature of the local market is the changed demand for specified stuff instead of stock lumber. A few years ago contractors put in stock lumber into houses and small business blocks about as they pleased. Now in houses costing over \$5,000 or even in speculative houses costing less the architects are specifying windows, doors, mantels, etc., and contractors have to come up with the material required. Few local factories make a specialty of getting out specified stuff and as a result one firm here has been doing a thriving business this year in this line. This is the Kirk Lumber & Mill Wood Company, which figures only first-class jobs where much detailed lumber is required. In oak and mahogany finish, maple and thin oak flooring, mantels, fancy windows and doors, etc., the firm has a steady and rapidly increasing business. It buys from any mills where it can obtain the lumber on short notice and is interested in a number of mills that turn out first-class work of this kind.

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The Keystone Lumber Company has bought from the Philadelphia Company a plot 241x221 feet, at the corner of Merriam and Seventeenth streets, south side, for \$65,000. The site has a frontage of about 250 feet on the Pittsburg & Lake Erie railroad. The company will tear down the old buildings on the land and use it for yards and offices.

* * *

The Babcock Bros. Lumber Company has recently installed a mill at Babcock, Ga., which is cutting 60,000 feet a day. The company report themselves oversold on all high grades of pine and a steady demand, in spite of the hot weather.

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The Pittsburg Parquet Floor Company has received the contract for the floors in the Bessener building being erected by Henry Phipps at the corner of Sixth street

and to begin in May. The building will be ready to start in July and will be ready to use in August.

The F. W. Irving & Stoner Lumber Company booked one-third more business up to July 1 than in the first six months of last year. From present indications the company's local business this year will run 6,000 cars or an average of 500 cars a month. They report the mills in better condition to furnish large orders than they have been for two months, but still unable to keep up to the demand.

The McMillan Lumber Company, which recently purchased a large tract of timber in Maryland, is putting a mill which will be in operation by August 1. The mill will have a daily capacity of 20,000 feet and will cut hemlock exclusively. The company is building a town called McMillan, where fifteen houses, a hotel and a blacksmith shop are already erected to take care of their men. The main offices for the new tract will be at Bayard, W. Va., where F. O. McMillan is in charge. By September 1 the company will have three mills in operation cutting hemlock, spruce and white oak and four miles of tramway are already built.

The last three months there has been quite a quantity of Oregon fir shipped to Pittsburg. Only the best grades are handled here, as it comes into sharp competition with the southern pines and the high freight rates make it hard to sell unless the very best. The larger part of that which comes to Pittsburg by rail, however, goes on through to the eastern market. Some No. 1 pine from the Northwest has also been handled here this summer, although the greater bulk of the local pine comes from Michigan and the South.

MEMPHIS MATTER.

The L. H. Gage Lumber Company has moved its office from the Southern Express building to handsome quarters in the new Scimitar building. F. E. Stonebraker,

representative here is spending a few days at the mills in Arkansas, in which he is interested.

Robert Cooper, president of the Cochran Lumber Company, has returned from a trip to Michigan. Mr. Cooper does not think there will be much of a price change in cottonwood and is sure that the article will not be overplentiful on the market, though he notes an easier tone in the cottonwood situation that is natural to this season.

The J. W. Thompson Lumber Company will have their new mill in Mississippi in operation sometime in August.

The Cochran Lumber Company has recently acquired some new timber holdings in Arkansas.

Braughton & Co. are running a mill in North Memphis and another at Shaw, Miss. Messrs. Ben Braughton and Robert Lewis, of the firm, are now in Mississippi looking after their mill in that state. Some enlargements are now being made at the Memphis place.

W. H. Russe, of Russe & Burgess, returned this week from his trip abroad. His friends were glad to welcome him back after an absence of several months on the European continent and in the British Isles. He found recent export conditions rather favorable.

The Hellman Lumber Company, that came here some time ago from Warren, O., is manufacturing considerable hickory buggy stock at their plant in North Memphis. W. L. Dodge is the temporary manager of the plant, but after October 1 D. I. Hellman will likely be in charge personally.

Jas. E. Stark & Co. have been pushing the cypress end of their business lately, having acquired some timber and mill properties in cypress in Arkansas. They note in this wood, as in all the hardwoods, a good summer demand, with prices sustained and a scarcity in certain grades

especially of oak, which they have found among themselves and neighbors.

Samuel E. Noel of Kansas City was here a few days ago looking for oak timber, which was not always to be found in the necessary grades and state of dryness.

Jas. E. Stark, of Jas. E. Stark & Co., has returned from a recent business trip to Chicago and Buffalo.

M. T. Grace, of the Payne Lumber Company of Oshkosh, Wis., was here this week looking for stock.

R. R. Englehardt, of the Seig Iron Company, Dayton, Ind., was here a few days ago looking for lumber, to be used in connection with their heavy hardware manufactures.

The W. H. Guirl Lumber Company will greatly increase and enlarge the plant it started here a short time ago for the manufacture of lumber and wagon stock. At Dover, Del., there has been incorporated within the last few days the Guirl-Stover Lumber Company, with a capital of \$750,000. The incorporators were: W. H. Guirl and C. W. Stover of Memphis and Wm. H. Starbuck of Chicago. The local incorporators were the Delaware Trust Company, whose officials declined to give out just now information regarding the intentions of the new institution.

GOTHAM GLEANINGS.

Some 35,000 of the building trade laborers have gone to work, and it is believed the trouble in New York City is about over. The builders hope it is, and the lumber dealers are just as anxious that a halt shall be called on the tie-ups, lockouts, strikes, etc. There have been so many disappointments over the settling of the troubles, though, that it may yet be too early to rejoice.

For the purpose of manufacturing Adirondack hardwoods exclusively there has recently been incorporated at Albany the Algonquin Lumber Company, with \$100,000 capital. The directors of the company are G. M. Grant, J. L. Johnson and C. H. Grant, who are connected with the house of George M. Grant & Co., 29 Broadway, and the American Lumber Company of this city. The place of the new company's operations is St. Lawrence County, this state.

Ralph H. McKelvey, manager of the Lumber Underwriters, the insurance organization owned by prominent wholesale lumbermen, was married on the 15th inst. in this city to Miss Helen Adelaide Fairchild.

One of the biggest planing mill fires of the year occurred on the 17th inst., when the big molding and planing establishment and Lox factory of Vanderbeck & Sons,

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MOIST-AIR..**



NASHVILLE NEWS.

76 to 84 Steuben street, Jersey City, was totally destroyed at a loss of \$100,000, on which there was an insurance of \$90,000. Six firemen were hurt by a falling wall. About 100 men are temporarily thrown out of employment, but the work of rebuilding will be begun as soon as possible.

* * *

Gouverneur E. Smith, hardwoods, has returned to the city after an enjoyable vacation around Niagara Falls.

* * *

Price & Hart, of 18 Broadway, will soon be in better position than ever before to handle their immense hardwood business. They are the selling agents of the Gauley Company, whose holdings at Camden-on-Gauley, W. Va., comprise about 170,000 acres of spruce, hemlock, oak, poplar, ash, cherry, etc. At the present time the plant, which is shut down, is being equipped with modern machinery of the most efficient character, while the building of a number of necessary tram roads will make the company independent of the uncertainty of river supply hereafter.

* * *

R. J. Kidman, of Churchill & Sim, London, has returned home after his usual annual buying trip.

* * *

That well-known hardwood manufacturer and dealer, R. W. Higbie, of 45 Broadway, whose efforts to have the interstate commerce laws enforced are appreciated by the trade, despite the fact that they have often let him fight his battles practically unaided, has been honored by being elected a member of the Interstate Law Association, which is fighting to give the commission power to enforce as well as make laws.

* * *

The United States Lumber Company, Jersey City, has recently been incorporated with \$400,000 capital.

* * *

S. E. Kellar, 18 Broadway, who took away with him orders for a million and a quarter feet of maple flooring when he visited the Carolinas a month or so ago, has started for that section again.

* * *

Among the recent visitors to the metropolis were Frank C. Rice, of the Rice & Lockwood Lumber Company, Springfield, Mass., and M. S. Tremaine, of the Montgomery Door & Box Company, Buffalo, N. Y.

Mr. Geo. H. Gibson has resigned as manager of the advertising and publication department of the B. F. Sturtevant Company of Boston, Mass., to accept an appointment with the International Steam Pump Company, having offices at 111-113 Liberty street, New York City. Mr. Gibson was formerly connected with the Westinghouse Companies' Publishing Department, of Pittsburg, Pa., and was for two years a member of the editorial staff of the Engineering News of New York City.

N. O. Gray of Kuttawa, Ky., and M. C. O'Harra of O'Harra, Ky., representing a New York firm, were in Knoxville this week looking toward the establishment of a \$50,000 hardwood plant.

* * *

The Nashville Lumbermen's Club and the manufacturers and insurance companies and city department have managed to get their heads together and secured a decrease of 10 per cent in the insurance rates on lumber and lumber plants in the city of Nashville.

* * *

S. P. Hostler, a representative of the Empire Lumber Company, Buffalo, N. Y., was a recent visitor in the Nashville market.

* * *

The Nashville Spoke & Handle Company has been absorbed by the Turner & Day Company of Louisville and other points.

* * *

Jacobs & Dews, Nashville hardwood lumbermen, have dissolved partnership. Mr. C. E. Dews having purchased the interest of Mr. Jacobs. The company will be known in the future as the Dews Lumber Company.

* * *

J. W. Dryman, of Hugh McLean & Co., Buffalo, N. Y., was here recently. Mr. Dryman looks for a considerable easiness in the market and states that he finds stocks more plentiful than he expected.

* * *

The Murray Land & Lumber Company is a new organization at Knoxville, Tenn., with a capital of \$100,000. The incorporators of this company are: W. H. Gass, president of the Knoxville Banking Company; E. G. Oates, cashier of the Mechanics' National Bank; Frank Parnell, formerly of Parnell Bros., old Indiana lumbermen; Hugh M. Johnston, cashier of the Knoxville Banking Company, and George A. Murray, one of the pioneer lumbermen of not only East Tennessee, but of the South, as he has been manufacturing and shipping hardwood lumber for the last 23 years. This company proposes to pay attention particularly to timber lands for the present, but will manufacture lumber later on.

The Blanton-Thurman Lumber Company, Memphis, Tenn., who manufacture and deal exclusively in cypress of the soft yellow Mississippi variety, report trade conditions in that commodity excellent. The kind of literature they send out regarding their product is of the kind that gets business. They tell you all about it in a brief but forcible manner. Here's a sample: "It is bright yellow, soft, smooth, tough, strong and flexible, and for ease of working is next to white pine. It is equal to either white or yellow pine for interior finish and superior to either for all outside work. We invite your business and guarantee satisfaction."

Timber Lands

We offer the following bargains in southern timber lands and saw mills.

COAL AND TIMBER BARGAIN.

Ten thousand acres of hardwood timber, including oak, ash, poplar, hickory, etc., in Eastern Tennessee, estimated to cut 40,000,000 feet, underlain by several fine veins of coking coal; quick deal; \$5 per acre. Refer File 90.

IN WESTERN TENNESSEE.

Four thousand acre tract, located in Hatchie River bottom, a floating and navigable stream, seven miles south of Brownsville, Tenn.; lies in one solid and continuous body; longer river front than other way; has white oak, red oak, hickory, gum, cypress, ash, elm, beech, maple and other varieties of timber common to this country; price is \$3 per acre; good title. File 72.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C.; a 25,000 acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry; will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

DO YOU WANT A SAW MILL?

Four saw mills in Western Tennessee; two of 20,000 feet capacity and two of 10,000 feet; timber adjoining and accessible to all these mills; details upon application to interested parties. Refer to File 72.

HERE'S A FORTUNE.

Thirty-five thousand acres hardwood timber in Arkansas, at \$8.50 per acre; guarantee it to cut 12,000 feet to the acre, mostly white and red oak, hickory, ash and gum; lies on navigable river less than 100 miles from Memphis, and trunk line railroad runs through it north and south, east and west, affording exceptional shipping facilities; property must be sold to settle an estate, but it takes money; land for agricultural purposes, fully worth \$6 per acre after timber has been cut. File 156.

AN ARKANSAS BARGAIN.

Twenty-two thousand acres hardwood at \$9. The following are the estimates in millions: White oak, 60; red oak, 36; elm, 40; cottonwood, 25; gum, 12; hickory, 15; white ash, 10, with considerable cypress and about 50 ties to the acre; title perfect; average haul to shipping point, two miles; no dreamers, but actual purchasers or their responsible representative. File 15.

A WISCONSIN TRACT.

Of over 6,500 acres and estimated to cut 10,000,000 feet of basswood, 3,000,000 oak, 6,000,000 birch, 2,500,000 elm, 2,000,000 maple, 5,000,000 hemlock, 1,000,000 ash, with several thousand railroad ties, with 100,000 cords of wood; land for farming is very best and should sell readily at from \$6 to \$10 per acre; 720 acres of this is under permit and timber only is included in this offer; 5,855 acres of land goes with the deal; price \$65,000, part cash, balance in annual payments for three or four years at 6 per cent. File 166.

But why enumerate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

Being familiar with the South and its many advantages and opportunities for investment, we ask you to consult us.

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J. F. OLSEN, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

Dealers in Southern Timber, Mineral and Farming Lands.

THE MARKETS.

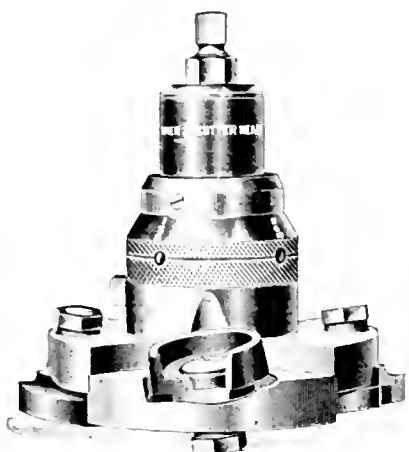
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Industrial Commissioner,

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Chicago, Ill.

CHICAGO.

The fact that the hardwood lumber business in a general way is in good shape makes the Chicago dealer unmindful to a certain extent of the really discouraging state of demand in the local market. The fact that there is but comparatively little salable stocks in the market, and but little more in shipping condition at mill points, is reason enough to feel bullish, despite the radical change from high to low pressure in the matter of demand.

There is no question of doubt that a slump in business has been in progress here for the past month, and that it is at a low ebb now. The season is responsible largely for this state of affairs, but it is intensified through a spirit of conservatism on the part of buyers. Some of them seem to think there will be a reduced price current a little later on.

On the other hand dealers are facing the problem of securing stocks. Yard stocks are very low and there is but little present prospect of replenishment. The southern products are arriving in a limited way, but so far barely sufficient to meet the light demands. As is generally known, production in that section has been fearfully curtailed during the past six months, although there is a better condition down there now. It is also reported that most all of the desirable big blocks of stock in the north are sold, or under contract, and it is mighty poor picking up there.

With such conditions on the outside and reports from the various lines of the lumber consuming trade that prospects ahead are good with them, there should be no uneasiness as to what the balance of the year may bring forth.

BUFFALO.

For the time of the year business holds up in good shape, and the demand for certain kinds of lumber is exceptionally good.

Plain oak, ash and poplar may be said to be the exceptions to the foregoing. There is considerable stock on hand at the different mills and yards north and south.

There is quite an amount of dry stock to come forward for the many small mills back from the railroads, that will come forward from now on. Heretofore it has been impossible to get teams to haul this lumber to the railroad. There is more of this stock on hand at these small mills this year than most people figure on. The steady demand for lumber and the high prices have proved an irresistible argument in favor of these smaller mills getting out every available foot of hardwood which they could possibly manufacture while the present conditions lasted. Consequently there is much more lumber got out by these mills this year than for the past three years.

Whether there will be enough of this stock to affect the market price remains to be seen, but I rather think there will be.

Quartered oak remains in good demand and holds firm at former prices, with a sufficient stock in sight to take care of all moderate demands. Cherry and basswood continue scarce, high-priced and hard to get hold of good lots, running well to firsts and seconds and common.

Chestnut seems to be a little easier and more plentiful. Walnut remains about the same. There seems to be more than enough plain oak and ash in sight to take

care of all calls, with a tendency to lower prices. While poplar continues high and scarce in certain sections, there is not a great amount of it being used throughout the East owing to the prices being so high. It is confidently predicted that there will be a drop in poplar prices, and that before long.

ST. LOUIS.

St. Louis conditions remain abnormally satisfactory except so far as general stocks are concerned, there being a demand for as much lumber as can be furnished and there being considerable difficulty experienced in purchasing as much stock as is being shipped. During the whole spring it has appeared that the shipments were in excess of the receipts and the unusual efforts of the buyers to make large purchases have been more or less abortive. During the past few weeks, because of the gradual increase in the southern production, it has been possible to buy larger quantities of green lumber at initial points, but the freight embargo is operating so seriously that that purchased east of the river cannot be brought in at this time. The Illinois Central Railroad, which brings in the bulk of the Mississippi product, absolutely refuses to accept shipments for St. Louis, and all the wholesalers in this city can do is to pile what they purchase at the mills. The Missouri, Arkansas and Louisiana mills are producing larger quantities of lumber than at last report and are shipping to this market more freely than they were, but this no more than makes up for the loss of the Mississippi stock, so that the general market receipts are not gaining. There have been some heavy receipts of cypress from the lower river, but practically all of these have been shipped to one concern, so that the market is in need of this commodity. The only class of buyers not in the market just now are the furniture people, who are too deeply engrossed with the two expositions now in progress to pay much attention to the placing of orders for lumber. These people, however, will be in the market after August 1, and it is believed they will buy rather heavily. Summer conditions prevail in other lines of lumber consumption, so that all buying is on a more or less hand-to-mouth basis, but even this is giving a fairly satisfactory volume of business.

Poplar, cypress, cottonwood and gum are about on a par so far as demand is concerned, and the market requirements of all are particularly heavy at this time. Gum is moving in heavier volume than was the case a month ago, but the stock now coming in is practically all of it on old orders, so that none of it figures in present market conditions. Heavy orders for this material and for cottonwood are being received from the box people, and the highest market prices are being paid, indicating that there is no danger of a slump in values in the near future.

Oak remains in particularly strong demand, which is especially apparent in the call for quartered-sawed lumber. This is still difficult to procure at initial points and the St. Louis market has been drained dry of it. In the plain-sawed product there have been heavy purchases of inch for several weeks past, so that local stocks of green lumber are much better than they were. It is still wanted, however,

and prices ranging from \$31 for green to \$34 for dry are quoted, this applying to both red and white. Thick oak will bring about \$2 more than these figures and is very scarce on the local market. There is also a desire to purchase hickory, ash and elm, but this is not gratified to any extent because of the very light receipts. Other woods are about as they have been and general prices are as last quoted.

PHILADELPHIA.

The regular summer slump in the lumber trade is on in this city, and dealers are taking things easy in consequence. Dull business prevails in all quarters and there is little likelihood of heavy buying until the situation brightens. The dealers have little fear, however, that the condition of the trade will not brighten in the fall, and as a consequence prices are being maintained at the level of several months ago.

The trade has been considerably hampered by the car shortage, which has made prompt deliveries impossible. In addition the hot weather of the past month has made hauling and handling of lumber a hardship and men have been scarce. Although the demand for all woods has somewhat abated, there has been no falling off in prices. This is largely due to the fact that stocks are short in nearly every line. Another reason for making the dealers confident that prices will not weaken is the fact that there has been given a great impetus to the erection of buildings in the suburbs recently, and it is expected that there will be an unprecedented activity in this direction in the fall.

An indication of the hopeful condition of the market is the fact that hemlock has gone up fifty cents a thousand feet. There is a great scarcity of hemlock and the dealers are confident of maintaining the increased price. Quartered oak and plain white oak are both selling well, considering the condition of the market. Hickory is scarce and the other hardwoods are in fairly good demand.

PITTSBURG.

The midsummer dullness has begun to be felt in the lumber market, but the slump in business is much less than was expected, and dealers are well satisfied with the conditions. In yellow pine there is a stiff demand and some grades are selling above quotations. Oak is scarce and firm at prevailing prices. The difficulty in getting air dried oak has forced some wholesalers to take large quantities of kiln dried oak which is far from satisfactory to the retail trade. White pine is scarce and very high. Hemlock, for which there is an increasing demand, owing to the large number of speculative jobs of house building that have been announced since June 15, is hard to get and outside buyers are hunting for good shipments in several states.

Dealers still complain of slow shipments, although there is much less of this trouble than a year ago. The most of the delay is on the southern roads. One large dealer in the city has two shipments of yellow pine which have now been on the road six weeks and are still afloat. Others complain of a scarcity of cars on the southern roads making it hard to get local bills in on time. Some large orders are being booked in the heat of July. Last week one of the heavy hardwood firms of this city contracted for 140 cars of lumber to be delivered in this city in thirty days. The

pine and hemlock were bought in Michigan and the oak in Western Pennsylvania. The bill will be sold out here in carload lots.

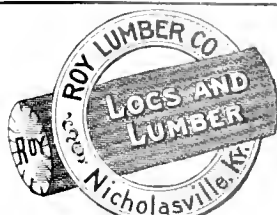
The tight money market is affecting speculative building considerably, but mostly on large buildings. Some orders for lumber have been called off on this account, but dealers anticipate no serious loss unless conditions become much worse than now. The outlook for fall trade is very encouraging and this added to the fact that nearly every firm in the city reports from ten to thirty per cent more business for the first six months of this year than for the corresponding period of 1902 is taken to mean that the lumber business in Pittsburg is unusually good.

MINNEAPOLIS.

Midsummer doings in the hardwood trade here are not worthy of much note. While trade is slow, it continues to be fully up to the visible supply of stock. Old dry stock is not being offered, and a good many prospective orders are waiting till the new stock begins to move in sufficient quantities to fill orders. Factory consumers are hoping that there will be some reduction in the fancy prices obtaining for high-grade stock, but dealers do not hold out any hopes to them. The factories have not been buying for some time, and are beginning to run a little low once more, but they still hold off on placing orders. Some new cut oak is being shipped, and dealers expect to have a fair supply of it by August 1. Basswood is not coming in as good supply as it was, but the box factories are well supplied for a while, and there is no shortage of this stock. Birch is in very good supply, and is selling well. In fact, this market will be a larger consumer of birch this year than ever before. Ash is reported to be scarce, and there is a continual demand for maple that is hard to supply. No advance has been made in prices, which are held close to the list. Hickory hoops have been given a black eye by one of the big milling companies, which has discarded them in favor of the patent wire hoops, but the change is also working in favor of coiled elm hoops, which have been very dull, but are now more active in this market.

CINCINNATI.

The state of the hardwood lumber business in this section depends largely upon the point of view from which it is taken. From a producing point of view the business was never in a more favorable state. The log supply is good and the weather is fine, both for manufacturing and drying lumber. The yards about the saw mills are again resuming their old-time looks and one can see large stacks of lumber now, where but a short time ago a confusion of piling sticks marked the site of what had been a lumber pile some time ago. Taking the situation from a view of shipments, conditions would still be satisfactory, as there is a world of lumber moving daily, but from the standpoint of demand and inquiry things are not so flattering. Of course, during July and August of each year we are afflicted with what is generally known as the midsummer slump, and the present depression bears all of the earmarks of that affliction. The general impression among the lumbermen seems to be, however, that it won't last as long as usual this year because of the depleted condition of stocks at most of the manufacturing plants. From the point of price there is practically no



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GOOD HARDWOOD TIMBER IS BECOMING SCARCE

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of



White and red oak, hickory, walnut, poplar and ash of the very best quality and of heavy growth can be secured, and sawmills, stave and handle plants and other wood working industries will find that section offers superior advantages as a location.

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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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Deputy Land and Industrial Commissioner,
Colby & Abbot Bldg., Milwaukee, Wis., or

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

large as the depression has hardly been felt long enough to cause any sagging in prices, and then, too, dry stocks are still too scarce to permit any great decline for some time. The chances are that the present prices will come mighty near to being maintained until business again commences to pick up.

The export trade is in a fair state and inquiries are still coming in quite regularly.

NEW YORK.

The troubles in the labor world seem at an end now, and consequently there is a better feeling manifested, not alone in hardwoods, but in the lumber market generally. As far as the actual condition of affairs is concerned, though, it cannot be said with truth that the past fortnight has brought any changes.

Of poplar it may be said that it is moving with considerable freedom, the quoted price for the better grades being \$50 to \$52. There is some activity, too, in quartered oak, which does not grow any less firm. If anything, better figures are being obtained, \$80 not being unusual for firsts and seconds.

There is a fair call for plain oak, and chestnut and ash are not idle, while mahogany is firm and active at good figures. Export trade shows but little change.

MEMPHIS.

The conditions at the mills here now show a good production, but hardly an overproduction, the demand having kept pace most of the season with the mills, which were late in getting in their work and which are even now short on some grades in some woods. There seems in some quarters a tendency to depress the demand, but there seem as yet to be no visible effects in prices paid for stock by other buyers, and the criterions of the market here think that the tendency noted will not be very far-reaching. There is a good demand for poplar, oak, ash and cypress, hardly as active a domestic business in cottonwood and gum. The general export trade is satisfactory. The business is perhaps better in the first and second grades, but all the lumber in the woods mentioned is in more or less good demand.

NASHVILLE.

The local manufacturers have been taking stock and ascertaining just what they have done for the first six months of 1905. There were no complaints either from the lumber firms of Nashville in closing up the leaf. The market has had no recent changes and remains firm in price and passing good summer demand, rather above the usual July trade, with the mills making satisfactory runs.

Russe & Burgess, manufacturers and exporters of hardwood lumber, Memphis, Tenn., are sending out a collection of art specimens printed on the back of enameled blotters. The illustrations are handsomely done in colors, and are under titles of "Game of Chess," "The Rivals," "Rug Trader," "Country Postoffice" and "Making the Harbor."

The box manufacturing plant of McWilliams & Schulte of Cincinnati was entirely destroyed by fire recently.

SUBSTITUTION IN THE HARDWOOD TRADE.

The marked shortage of hardwood lumber stocks revealed by the demands of trade last fall, and as yet not overcome by production, has been of great educational value in at least one particular. It has led consumers to test the possibilities of substitution as between woods previously used by them, but put virtually out of reach by reason of scarcity and high prices and those of less market value and easier to be had. At no previous equal period in the history of the hardwood trade, it is safe to say, was substitution ever carried to such lengths, or applied as against and on behalf of so many woods, as it has been in the past six to nine months. The record in this regard is truly remarkable.

This tremendous shifting of demand, being controlled by considerations of economy as well as of necessity, has very naturally, of course, benefited the cheaper woods in greatest degree. Gum in particular has been high-favored in a market sense, especially as a substitute for cottonwood and in lieu of poplar in not a few uses. It has been bought in the St. Louis market of late for the making of moldings, shelving, chairs, porch columns, and for many other new or uncommon forms of utilization.

Another purpose which this, at one time despised, wood is being put to as wagon box material. Gum box boards, a surprising novelty when seriously introduced a few months back, have now an established market standing. They have found comparatively easy disposition at the hands of St. Louis dealers at prices ranging from about \$25 some time ago up to \$28 and thereabouts in later sales.

These changes in the relation of various hardwoods to the buying trade have been of corresponding importance to the interest they have attracted generally. Aside from enabling consumers to tide over a critical period for supplies, it is quite evident that they will have a considerable bearing on the future of the hardwood business. The contemplation of this certainly is alluring, but not altogether satisfying, since it admits of conclusions only on the broadest lines.

Undoubtedly the compulsorily substituted woods will stand the test of time in most of the new uses to which they have been put. In the case of gum especially, the statistical facts as to the woods most affected by its larger sale point to the holding of its line of advance. The rapid narrowing of poplar timber resources will give cottonwood more market room for the future, and thus afford gum an opportunity to succeed it in large part, or in whole, in numbers of lines of consumption. By virtue of this same advantage, its price position may be reasonably expected to be permanently higher than in

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COTTONWOOD—GUM

times prior to the great advances now holding.

Another conclusion which the logic of this substitution movement seems to warrant is that it will be broadly helpful to the hardwood market hereafter, in that it will tend to preserve greater price stability by maintaining the equilibrium between the different woods.—St. Louis Lumberman.

WHAT AFTER OAK?

A very large part of the need for uniform rules such as it is proposed to make lies in the universal use of oak in furniture making. Oak is indigenous to both North and South. The wood from the North differs from that of the South, and there are peculiarities in the oak of different localities both North and South. But more oak goes into furniture every day than any other wood. All the recent new finishes have been applied almost entirely to this wood, although attempts have been made, with only a moderate degree of success, to use them in connection with ash, elm and some of the other native woods which are closely related to oak, but which have found no such favor. The large consumption of oak which has been going on now for a good many years is in some measure, in all probability, responsible for its increased cost and its apparently limited supply. The conditions which prevail suggest to the venerable editor of the American Cabinet Maker the changes which have been wrought in the woods used in furniture making, which he voices in this way: "The necessity of an American hardwood to take the place of oak, which is becoming so scarce and expensive as to be a serious matter to manufacturers of medium-priced goods, is daily becoming more imperative. Old-time furniture men recall the fact that over thirty years ago manufacturers of walnut parlor frames in New York and Cincinnati finished them mahogany and rosewood for the New Orleans market, and in the later years, before the modern era of oak, haw cherry, birch, beech and even elm were mahoganized, ebonized and scandalized to take the place of the disappearing walnut. Neither of these woods ever proved very successful finished natural, neither of them were plenty in the lumber markets of the country, neither of them furnished much large lumber, and for these and other reasons neither of them ever appealed very strongly to the furniture trade or to the public, and the demand created for them was short-lived and never really popular. The abundant oak came at a good time, but manufacturers, as a rule, adopted it simply as a necessity and considered it only as a temporary expedient. In less than twenty years it is a stronger factor than walnut ever was, not only with the trade, but with the public. It has loaned itself to so many pleasing finishes and has been popularized to the public under so many fancy surnames that the thought of supplanting oak is not a pleas-

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ing one. Whatever wood attempts to fill the field must be susceptible of as numerous and as striking thrushes as oak has been. Furniture Journal.



WHY ALL LUMBERMEN SHOULD BE MEMBERS AND ENJOY ITS ADVANTAGES.

1. It is to be built by lumbermen, for lumbermen, and is to advertise the lumber business.

2. It will be the only private club on the grounds of the Louisiana Purchase Exposition, thereby giving the lumbermen a distinct advantage over all other visitors in comfortably taking in the great fair.

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4. It will have comfortable dining rooms where the comforts and saving in eating will be in strong contrast to any other restaurant on the grounds. If you have attended previous expositions of this character you will know what this means.

5. The postoffice and writing room (with stenographers in attendance) make it possible for a member to give such attention to his business affairs as they may require.

6. A man's wife is included in his membership, whether or not he is with her, and the arrangement of the building pays particular attention to the comfort of ladies. This includes a strictly private lounging room in charge of maids.

7. The information bureau of the club will be equipped to not only give information on personal application, but to also arrange for boarding house accommodations for those who so desire.

8. Being a club only for its members and only for lumbermen and those in allied trades, it will be possible for a member to meet more friends and make more business acquaintances at the club than anywhere else, thus giving a member a distinct social advantage.

9. You should join for patriotic reasons,

If for no other. This is distinctively a lumber proposition and all lumbermen should take a pride in it. The cost of membership is only \$9.99, and there are no dues.

There are at least nine other reasons which are left to your imagination. If you are interested and have received no literature on the subject, inquiries should be addressed to the House of Hoo Hoo, Fullerton building, St. Louis.

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Knowing that you will welcome a few words, in the interest of business affairs, pertaining to the different branches of manufacturing which you so ably and earnestly guard, I crave your kind indulgence and ask you to give this a careful perusal, and, if found of interest to your many readers, a space in your valuable paper.

Now, it is natural that we, as a rule, have those interests at heart which are under our supervision and control, and, as you know that our business is that of manufacturing packing boxes, we shall confine ourselves to this branch of the trade.

As a rule, manufacturers of packing boxes are only too lenient, and we may say, negligent, in informing themselves as

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to the amount of lumber manufactured and on hand and the market price. So long as they see any piles in their yards, they are content, not realizing the constant drain and pull on stock nor the changing of prices. No, they, being liberal toward others, think the same courtesies will, or may be, extended to them. In other words, having been a steady customer of a manufacturer of lumber for years the box man thinks he will be received whenever in need of stocks with open arms and let in on the ground floor as to prices.

Now, then, whosoever is laboring under such an impression or idea is suffering from an illusion, and the sooner he, or they, if you please, disabuses the mind of such an idea, the better and more profitable for them. All that is needed to prove this is for the unbeliever to take a trip into the once so densely wooded forest sections where formerly the eye in its travels would behold naught but timber on timber, for miles and miles. What does he see now? A barren country, cleaned of every vestige of a tree, and the eye can only discern in the remotest distance from the road on which he travels a fringe of a timber belt.

It is gone; it has departed. Nature cannot produce trees as fast as the ax fells them, so there is—there must be—a time coming when the last log will find its way to the saw mill, and if the cut is keeping pace with the demand of the present day, it will require only a score of years to fulfill the prophecy.

Where, in years gone by, you could find at short notice any grade or kind of lumber needed, and sellers willing to barter, or consider an offer for a batch, you will find a far different proposition staring you in the face now, for lumber in those sections is king, and don't you forget it.

The manufacturer knows the situation better than the buyer. He knows that stocks are limited; that the demand exceeds the output; so, if he has any stock not already sold in advance, he simply offers it at a price suitable to his interest, and if you do not want it, all right, he knows it won't be long before someone else drops along, ready and eager to close on his proposition.

The question arises, What are we, the

manufacturers of packing boxes, to do? We can see only two ways out of it. One is to get prices for our product in accordance with going prices for lumber and make the most and best out of the situation. Our customers, as a rule, are clear-headed, far-seeing business men, and they can be educated and convinced that with the prices lumber demands and readily receives, boxes must follow in the rise.

The other way is to turn our eyes to the South and use such lumber as we find to be profitable for our line. The price on white pine is bound to stay and may advance. Basswood is scarce, and constantly on the jump. Why? The demand controls it. Our customers are loth to believe that basswood has advanced fully 100 per cent in the past five years, and still it is true. Pine is on the same line, and may still advance. We simply have to watch our interests to our satisfaction and abide by results.

We have heard remarks made in recent days that an overproduction of lumber is likely to exist; that prices will go down on the strength of the prospect that we are facing a panic. So, in order to satisfy ourselves as to the possible accuracy of such rumors, we took an extended trip through the lumber districts, and have made up our mind, from personal observations, that there is no ground nor reason for such a prophecy to come true in the near future.

Why? In the first place, stocks are, in comparison with former years, below the mark as to quantity. Cuts are light, because of high prices on stumpage and scarcity of timber. Secondly, the lumber producers are confident that good times are here to remain for awhile, and, even if a little spatter or flurry should occur, they are all fairly well-to-do financially, and feel the utmost confidence, yes, even more, the certainty, that there is nothing which they carry that will deteriorate and depreciate in value on account of old age. We are of the opinion that, as we said before, lumber is king. Times have changed. In former years the manufacturer of lumber took his grip and started out on a tour of offering his product. Now it is the other fellow who does the walking—and that means us—the buyer.

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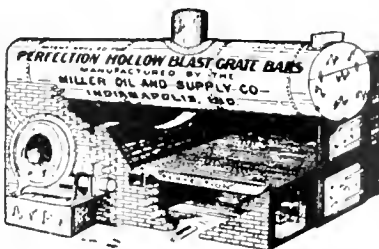
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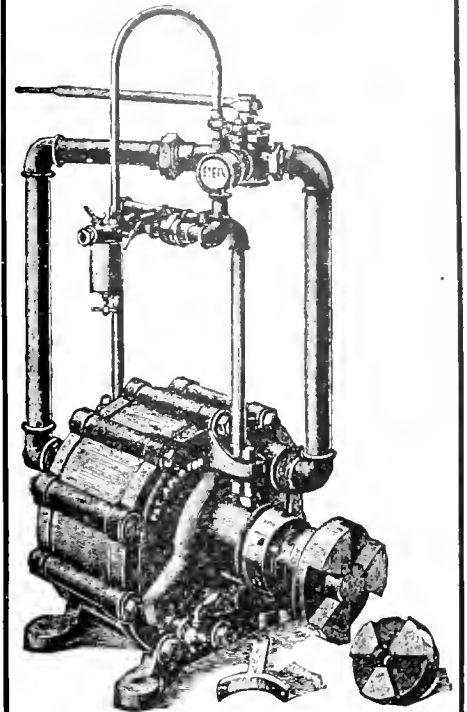
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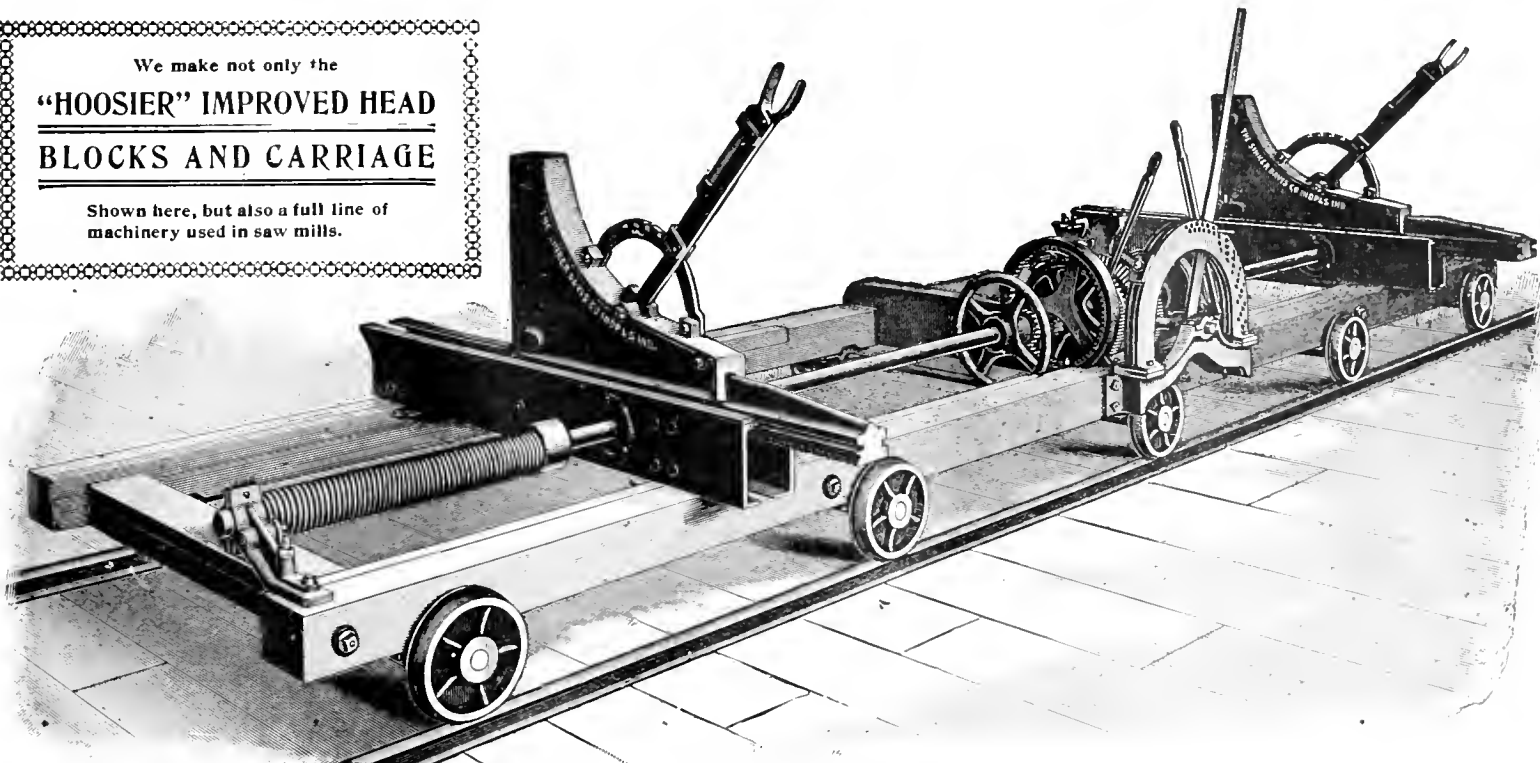
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WANTED GREEN OR DRY

Basswood, birch, and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago

WANTED.

Cull quarter-sawed, white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.

Main and Chambers Sts., St. Louis, Mo.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak

WRITE US.

CONTINENTAL LUMBER CO.,

Monadnock Building CHICAGO.

WANTED.

200 M. feet 1 to 2 inch No. 2 Common Birch, Black Ash and Basswood

GEO. W. STONEMAN & CO.,
76-82 W. Erie St., Chicago.

WANTED.

Quartered red and white oak. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.

W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.

PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED.

To contract for 200 M ft., 2-inch log run Gum.

GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1½ inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.

L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

25 Cars 24 x 14, 26-inch White or Red Oak, green or dry, delivered here.

20 M feet 2x2, 48-inch White Oak, dry, delivered here.

A large amount of 1½ inch and thicker 1st and 2nd Maple; can use some No. 1 common.

1-inch quartered White Oak.
Please quote us.

ROSS LUMBER CO.,
Jamestown, N. Y.

**WE WANT YOUR MONTHLY STOCK
LISTS OF DRY HARDWOODS.**

Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1½, 1¾, 2 inch Chestnut Brst and seconds.

1 car each 1½, 1¾, 2 inch Hickory brsts and seconds.

10 cars each 4x5-6 foot or 12 foot Hard Maple

Axes.

50 cars W. Oak Bill stuff

100 cars Crating, all kinds.

What is your specialty?

We reach every part of the United States.

Address, Hardwood Dept.,

AMERICAN LUMBER & MFG. CO.,

Pittsburg, Pa.

WANTED—FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address

O. E. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash.

H. A. LANGTON & CO.,
Terre Haute, Ind.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,

East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade.
100 M feet Red and White Oak, any thickness and grade.

30 M feet 1½ to 4 inch, 1st and 2nd Hickory.

LINK HEIDLER CO.,
Ashland Ave. and 22nd Street, Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.

LELAND G. BANNING,
Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in earload lots.

CINCINNATI HARDWOOD LUMBER CO.,
Station "S," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.

Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.

DUEHMEIER BROS.,
Cincinnati, O.

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.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO., Indianapolis, Ind.

WANTED.

Cypress, 1sts and 2nds, 1½, 2, 3 inch; selects, 1½ inch.

Red Gum, 1sts and 2nds, 1, 1½, 1¾ inch.

Red Oak, quartered, 1sts and 2nds, 1, 1½, 1¾ inch.

" " " " common, 1½, 1¾ inch.

" " " " plain sawed, 1sts and 2nds, 2, 2½ inch.

White Oak, " " " " 1sts and 2nds, 1 to 4 inch.

" " " " quartered, 1sts and 2nds, 1 to 2 inch.

Yellow Poplar, 1sts and 2nds, 1 to 4 inch.

" " " " 1sts and 2nds, 4x4 to 8x8 inch.

" " " " common, 4x4 to 8x8 inch.

" " " " selects, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
Buffalo, N. Y.

WANTED.

1 inch cull and better (plain and quartered 1½ inch common and better) WHITE OAK.

Can take mixed cars.

Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

WANTED—FOR SALE—EXCHANGE.

WANTED.

2 inch 1st and 2nd White Ash.
4 inch 1st and 2nd White Oak.
2 inch Elm or Hickory Planking.

M. ROEDER,

1440 Roscoe Street, Chicago.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.

Will inspect at shipping point and pay cash.

BUFFALO HARDWOOD LUMBER CO.,

940 Seneca St., Buffalo, N. Y.

LUMBER FOR SALE.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for money in this stock. Write for prices to

FARRIN-KORN LUMBER CO.,

Cincinnati, Ohio.

FOR SALE.

50,000 feet low grade poplar dry.

A. RUDD LUMBER CO.,

Yazoo City, Miss.

FOR SALE—SQUARES.

One car 2x2 inch x 28 and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.

WM. E. LITCHEFIELD,

Box 2398, Boston, Mass.

FOR SALE.

One car of select, figured, quarter-sawed White Oak, Indiana stock, 10 inches and over wide, 12 foot and longer. Address.

35, care Hardwood Record.

FOR SALE.

We have lumber for immediate shipment, dry, as follows:

1-inch 1st and 2nd quarter-sawed White Oak.

1 " common plain-sawed White Oak.

1 " log run Arkansas Red Gum.

Plain-sawed Red Oak.

1-inch Poplar in all grades.

One carload 2 1/2 and 3 inch Soft Elm.

And most anything else you may want in the hardwood line.

J. V. STIMSON,

Huntingburg, Ind.

FOR SALE.

Five hundred thousand dry 1/2x1 1/2 inch cypress latb.

THE WHEELER CYPRESS LUMBER CO.,

Portland, Ark.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.

KELLEY LUMBER & SHINGLE CO.,

Traverse City, Mich.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIS & CO.,

Louisville, Ky.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,

Manufacturers Hardwood Flooring,

LYONS, KY.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
100 M ft. 1-inch log run Soft Maple, on grades.
3 cars 1-inch sound wormy chestnut, Tenn. stock, a little 1 1/2 and 1 3/4 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.

20 M ft. 1 to 2 inch log run Walnut.

100 M ft. 1 to 2 inch Cherry, all grades.

This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,

Jamestown, N. Y.

FOR SALE.

5,000 feet 2 1/2x6 inch and up 1sts and 2nds quartered White Oak.

4,000 feet 2 1/2x6 inch and up 1sts and 2nds quartered White Oak.

9,000 feet 3x8 inch and up 1sts and 2nds quartered White Oak.

700 feet 3 1/2x6 inch and up 1sts and 2nds quartered White Oak.

Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,

1142 Seneca St., Buffalo, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.

200,000 ft. 1-inch log run Chestnut.

50,000 ft. 1-inch dry common quartered Red Oak.

75,000 ft. 2-inch common and better, shipping dry, White Oak.

20,000 ft. 1-inch, dry, mill-cull Walnut.

NORMAN LUMBER CO.,

Louisville, Kentucky.

HICKORY—HICKORY.

We want 2 1/2 inch hickory plank. Will accept green from saw and pay cash. Also want 2 1/2x2 1/2x40 inch hickory squares.

TOWNSEND & THOMPSON,

N. Manchester, Ind.

TIMBER PROPOSITIONS.

CHEAP HARDWOOD STUMPAGE.

I have for sale on 5,700 acres of land, hardwood stumpage at \$3.10 an acre, as follows: Oak, 2,227,900; Willow, 4,480,000; Cottonwood, 4,953,000; Hickory, 946,000; Red Gum, 515,000; Poplar Gum, 940,000; Cypress, 700,000; Ash, 54,000; Sycamore, 114,200; Locust, 120,000 feet. Timber on bank Mississippi river in Louisiana.

E. L. SLATTERY,

New Orleans, La.

BARGAIN IN LA. AND MISS.

100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 9,000 feet per acre. Full particulars and blue prints from

WILLINGMYRE & RHODES,

Saline, Mich.

WANTED.

250,000 6x8x8 brown White Oak ties.
750,000 ft. each 1 in. and 1 1/4 in. Box Common Gum.

500,000 ft. 1 in. Box Common Cottonwood.

25 cars 1st and 2nd and Common Poplar Squares, 4x4 to 8x8.

1,000,000 ft. mill run Cypress.

850,000 ft. 1 in. White Pine and Norway 8-in and up No. 3 and No. 4.

Parties having any of the above on land, please write us. We pay spot cash, and responsible shippers may draft upon us, with bills of lading attached, if they desire.

MISSISSIPPI VALLEY LUMBER CO.,

Lincoln Trust Bldg., St. Louis, Mo.

150,000,000 FEET CYPRESS STUMPAGE FOR SALE.

The undersigned has for sale in Louisiana, accessible to railroad, between 140,000,000 and 150,000,000 feet of cypress stumpage, with two small circular mills, and lumber and shingles on yard, at \$3.50 per 1,000 feet for both mills and stumpage.

EDWARD L. SLATTERY,

531 Natchez St., New Orleans, La.

WANTED TO PURCHASE CYPRESS STUMPAGE.

Must be large and of the very best character of timber, accessible to either railroad or river.

BLANTON-THURMAN LUMBER COMPANY,

Memphis, Tenn.

WANTED TIMBER LANDS.

The Hardwood Record, account of inquiries, will be glad to receive information from owners that have timber properties for sale. Customer is waiting and will investigate on our recommendation. Price must be reasonable and every detail regarding kind, quality and approximate amount of timber to the acre and title must be stated. Address, The Hardwood Record, 134 Monroe Street, Chicago.

MACHINERY.

FOR SALE.

A complete outfit of saved hoop making machinery, best made; used only eight months better now than new. Will sell at a bargain. Just the outfit to add to a saw mill. Inquire at once.

GOTSHALL BROS.,

Archbold, Ohio.

FOR SALE, SECOND HAND MACHINERY

One 60-in. x 16 ft., 80 H. P. tubular boiler.
One 12x24, 50 H. P. slide valve engine.
One 48-inch two block, with Knight dogs, Sinker-Davis carriage.
One 36-inch heavy iron frame rip saw.
One saw bush.
Two circular saws.

All of the above first-class machinery. Address,

WM. L. BROWN,

Mitchell, Ind.

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 Krowles fire pump.
One Rich gang sharpener.
Lot of wood pulleys with iron flanges.

PHOENIX MANFG. CO.,

Eau Claire, Wis.

FOR SALE—MACHINERY—Second Hand Circular Saws

Good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Boiler, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 20 H. P. Portable Engine, one Knight's F Mill, one 30 inch two Fay Tenoners, 42 inch Wheel Joints, 60 inch Steam Engine, three column twenty-five Polish-Hall Hand Machine, six and shapers, one 60 inch Hand Jointer, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governor, one Variety Wood-work, One Conlaman 30 Hand Saw.



THE MILLER OIL & SUPPLY CO.,

Indianapolis, Ind.

FOR SALE.

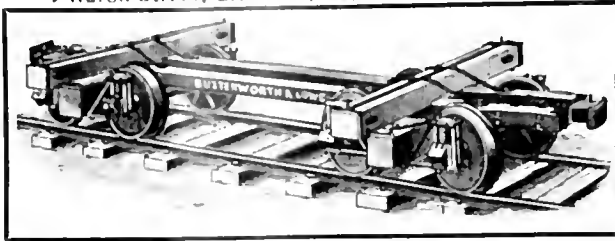
Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

HARDWOOD RECORD.

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.

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Good Despatch and Low Rates.

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The Favorite Route for Lumber Shipments.

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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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the



The remedial properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$8 up to \$35 per week, including free use of all the waters.

Booklet telling about the waters and giving list of hotels and boarding houses, with their rates sent free.

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Who are far-sighted, recognizing the alarming rapidity with which the timber supply of the North is disappearing, have come southward for their source of supply and have invested largely in southern timber lands.

Unimproved timber lands can yet be secured at low prices along the line of the Louisville and Nashville Railroad in Kentucky, Tennessee, Alabama, Mississippi and West Florida, and the lands in the last three named states are of greater value after removal of the timber than before, for the reasons that this section is rapidly filling with thrifty settlers who find no trouble, on account of the fertility of the land, in realizing anywhere from \$100 to \$500 per acre from the raising of fruits and vegetables thereon.

Timbermen should take advantage at once of the low prices now prevailing for said lands, as they are steadily increasing in values.

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General Industrial and Immigration Agent,
LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.

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Hardwood Lumber

PLAIN RED
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 QUARTERED RED
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 POPLAR.
 Always in Stock.

Our Specialty.
 OAK TIMBER
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 FLITCHES
 up to 60 feet long
 CUT TO ORDER.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
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PINE (Norway) AND HEMLOCK LATH.

CEDAR POSTS.

High Grade Maple Flooring
 Kiln Dried, End Matched, Polished and Bored.

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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.

South Arm Lumber Co.

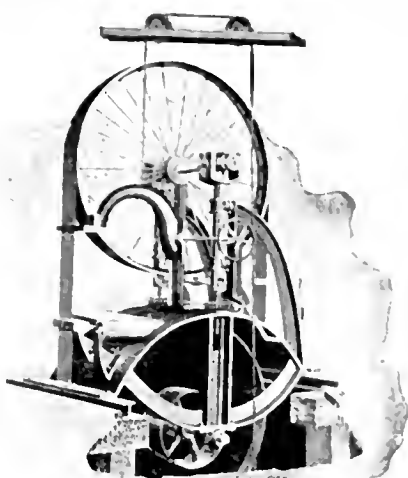
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Manufacturers and Jobbers

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PORTABLE BAND SAW MILL

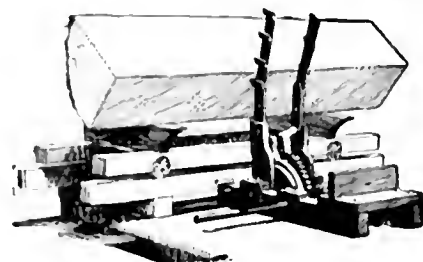
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than 1/8 of an inch thick. The arbors are 3 1/2 inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt, and should run about 500 revolutions per minute. This mill will readily cut 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.

PHOENIX MFG. CO.,
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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.

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That it will pay you to list your wants in hardwood lumber in . . .

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ALWAYS
AHEAD”**

TRADE MARK.



See that Trade Mark?

That's a strong assertion, but we live up to it and our regular customers know that we do. That's why we keep them. We could satisfy you, too, if we had the chance.

The purchaser of an ATKINS SILVER STEEL SAW may rest secure in the knowledge that he is receiving a saw that is the PERFECTION of material, temper and workmanship. THE ATKINS WARRANTY is like old wheat in the mill—you can bank on it.

Write for our 1903 Sawyers' Hand Book, if you have not already received it. Your sawyer and filer will appreciate it. Free for the asking.

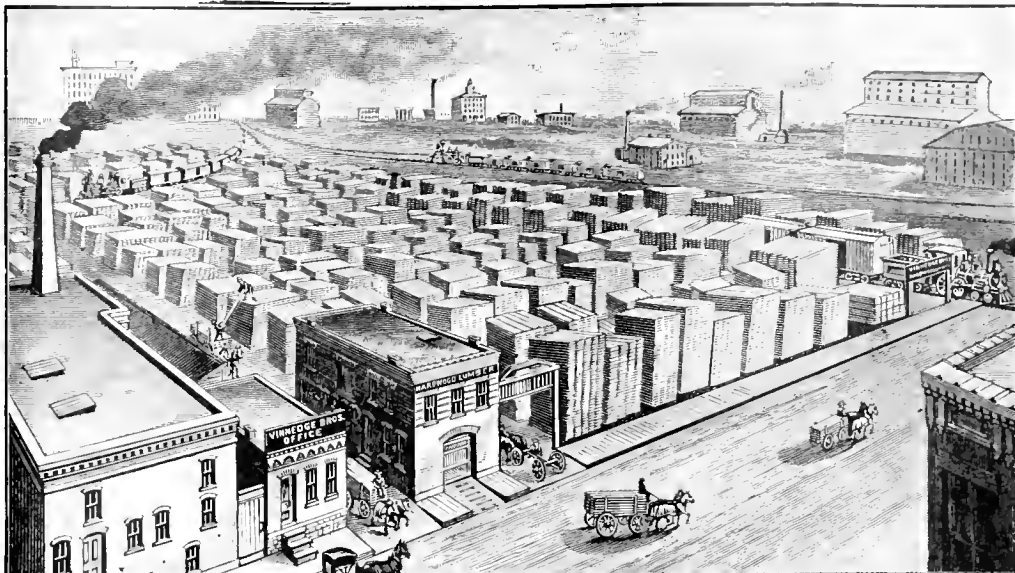
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We are in the market for the following kinds shipping dry lumber—standard lengths, grades and thicknesses:

WALNUT,
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 CHERRY,
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 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.

LOGS = LOGS

Highest Market Prices paid for

Walnut, Cherry White or Burr Oak and Poplar Logs

For full information concerning prices, shipping instructions, etc., address

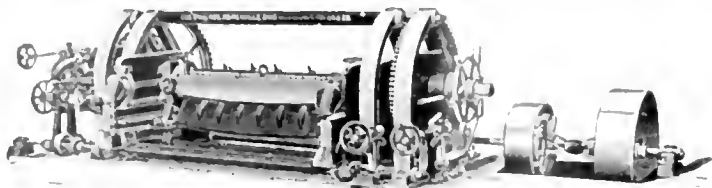
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CHICAGO

IF YOU WANT THE BEST

Veneer Cutting Machine on earth buy the Coe & Wikes 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.

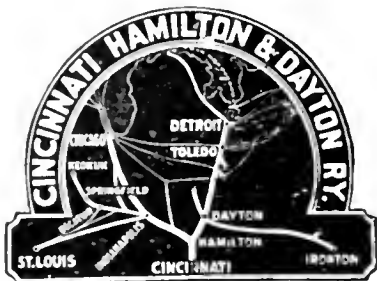
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FOR HARDWOOD LUMBERMEN

—AT—

\$1.25, Carriage Prepaid.

Send your orders to the
HARDWOOD RECORD,
134 Monroe Street.



FAST TIME AND THROUGH TRAINS

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**Cincinnati,
Indianapolis,
Chicago,**

AND BETWEEN

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Toledo, Detroit,**

FOR ALL

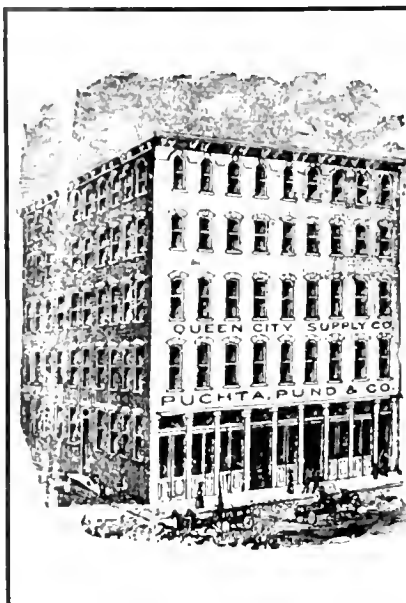
Michigan and Canadian Points.

Vestibuled Trains, Cafe Dining Service, Compartment Sleepers.

Meals are served in the C. H. & D. Cafe Cars a la carte, one thus being able to order as desired, at moderate prices.

Agents of connecting roads will sell you tickets routed via C. H. & D. Ry.

D. G. EDWARDS, Passenger Traffic M'gr.,
CINCINNATI, O.



**LUMBERMEN,
ATTENTION!**

WHEN YOU ARE NEEDING

**Belting, Wire and Manila Rope and
Cordage, Blowers and Fans,
Rails, Lumber Tools, Chain Dogs, or
Supplies of Every Description,**

This house is at your service.

Queen City Supply Co.,

PUCHTA, PUND & CO.,

201, 203, 205 W. Pearl St., Cincinnati.

We carry the largest stock of any supply house in the country.

OVER 35,000 IN USE IN
EVERY KIND OF TIMBER



**THE ONLY SUCCESSFUL
INSERTED-TOOTH SAW**

**THE TWENTIETH
CENTURY SAW.**

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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FERDINAND BOSKEN. JOSEPH BOSKEN.

Cincinnati Hardwood Lumber Co.,

FINELY FIGURED QUARTER SAWED OAK VENEERS A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

Station N, - - CINCINNATI, O.

Write us before selling. If in the market to buy we can interest you.

WM. F. GALLE & CO.

ALL KINDS

Hardwood Lumber

We solicit correspondence with buyer and seller.

Budd St. and Cincinnati Southern Ry. **CINCINNATI, O.**

L. W. RADINA & CO.

CINCINNATI, O.

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.

WESTERN LUMBER CO.

WILL PAY CASH FOR DESIRABLE LOTS OF

WALNUT, PLAIN AND QUARTERED OAK, ASH, MAPLE, SYCAMORE, ETC.

Mill Men are Invited to Send Stock List.

Office and Yards: **Richmond Street and McLean Avenue, CINCINNATI, OHIO.**

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IMPORTERS.

MAHOGANY LOGS and LUMBER

WALNUT, OAK, POPLAR, CHESTNUT, constantly on hand.

Office and Yards: **McLean Ave., Poplar and Findlay Streets, on Cincinnati Southern R. R.**

LELAND G. BANNING,

OFFICE: S. W. COR. 5th AND MAIN STS.
YARDS: SOUTH SIDE 8th AND McLEAN AVE.,
CINCINNATI, OHIO.

IN THE MARKET FOR ALL KINDS OF

...Hardwood Lumber...

OUR SPECIALTIES ARE

WALNUT, QUARTERED OAK AND ASH,

For which we will pay the highest market price in cash. Correspondence solicited.

THE J. W. DARLING LUMBER CO.

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Manufacturers of and Dealers in

Walnut, Oak and Poplar Lumber.

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WANTED FOR CASH.

OAK PLAIN-SAWED RED OR WHITE
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ALL GRADES 1 IN. TO 2 IN. THICK

Also in Market for **POPLAR, WALNUT, ASH, CHESTNUT, BASSWOOD, CHERRY, Etc.**

Stock Lists Solicited from Mill Men.

DUHLMEIER BROTHERS, Cincinnati, Ohio.

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GRAHAM LUMBER CO.,
Poplar and Hardwoods.

41 East 4th Street,

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PLAIN WHITE AND RED OAK, QUARTERED WHITE AND RED OAK,
POPLAR AND CYPRESS. PLEASE WRITE.

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CASH BUYERS OF
WELL MANUFACTURED

Poplar, Cottonwood, Ash, Red Gum,
Plain and Quartered White and Red Oak

We also manufacture and carry a
large stock of above named woods

222 West 4th Street., CINCINNATI, O.

BRANCHES

28 Southern Express Bldg.,
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EMPIRE LUMBER CO.,

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BUFFALO, NEW YORK.

WANTED! FOR CASH.

Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

WRITE US.

MAHOGANY AND QUARTERED OAK

Lumber and Veneer.

Always in market for
BLACK WALNUT LOGS.

— THE —
Maley, Thompson & Moffett Co.

CINCINNATI, O.

We Want to Buy for Cash

Plain-Sawn Oak, 1 inch and thicker.
Quarter-Sawn Oak, 1 inch and thicker.
Chestnut, 1 inch and thicker.
Poplar, 1 inch and thicker.
Cypress, 1 inch and thicker.

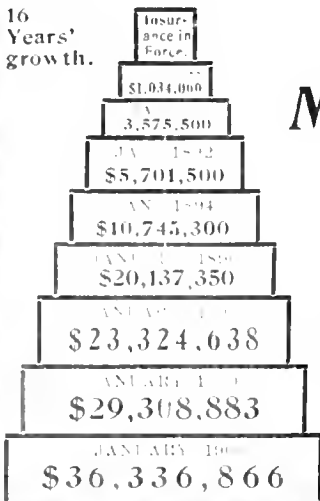
ALWAYS READY TO INSPECT AT SHIPPING POINT.

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BUFFALO, N. Y.

16
Years'
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INSURANCE COMPANY,
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A purely Mutual Life Insurance Company.
The largest cash surplus in proportion to liabilities.

Policies may be registered with Insurance Department of the State of New York, and the reserves thereon guaranteed. This means ABSOLUTE SECURITY.

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We have now ON OUR BUFFALO YARD
100 M to 200 M feet very fine 3-inch first
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well manufactured, in every way nice and
light in color, of good average width, run-
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We will be pleased to have you call and
see the lumber or correspond with us re-
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HUGH McLEAN LUMBER CO.,

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THE HARDWOOD RECORD

Issued Semi-monthly.

Subscription Price: In the U. S. and Canada, \$1.00 per year. Foreign Countries, 2.00 per year.

Vol. XVI.

CHICAGO, AUGUST 10, 1903.

No. 8.

E. Sondheimer Co.
MFRS. **HARDWOOD AND BASSWOOD LUMBER**

MAIN OFFICE & YARD

S.W. Cor. BLUE ISLAND AVE.
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CHICAGO

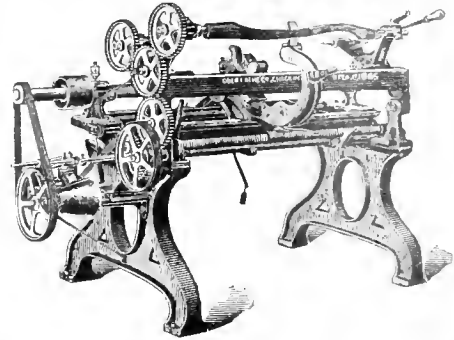
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Manufacturers of

PATENT HANDLE, SPOKE AND VARIETY TURNING LATHES, SANDERS, Etc.



Lathes for turning Axle, Adze, Pick, Sledge, Hammer, Hatchet, Auger, File, Knife, Chisel, Fork, Hoe, Rake, Broom, Ice Hook and Mop Handles, Pike Poles, Whimble-trees, Yokes, Spokes, Fore and Spindles, Table Legs, Tent Stakes, Ball Bats, Mallets, Gun Stocks, Etc.

Boring Machines, Automatic Sanders, Chucking Machines, Shapers.

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BUYERS OF ALL
KINDS OF

Hardwood Lumber

One Million Feet Cherry.

We shall have that amount to offer during the coming year. We have on hand now several cars 1-inch dry rejects and better, and also some thick No. 2 and No. 3 common. We can cut cherry to order. We shall also have a large amount of white ash and maple, and can make contract for a quantity cut to order. Send us your inquiries, please, for all kinds of lumber.

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NO UNPAID LOSSES

Hundreds

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Well Pleased Policy Holders,

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PINE AND HARDWOODS

POPLAR A SPECIALTY.

CORRESPONDENCE SOLICITED WITH BOTH BUYER AND SELLER.

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FORT DEARBORN BLDG.
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We can furnish you

OAK, ASH and CYPRESS.

Uniform
Quality
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All Lengths and Thicknesses.

Large Dry Stock on hand
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OUR SPECIALTY: 5/8 INCH POPLAR.

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FOR SALE.

- Walnut, 1 inch and thicker. Ash, 1 inch and thicker. Poplar, 1 inch and thicker. Chestnut, 1 inch and thicker. Plain Sawed Oak, 1 inch and thicker. Quartered Oak, 1 inch and thicker.

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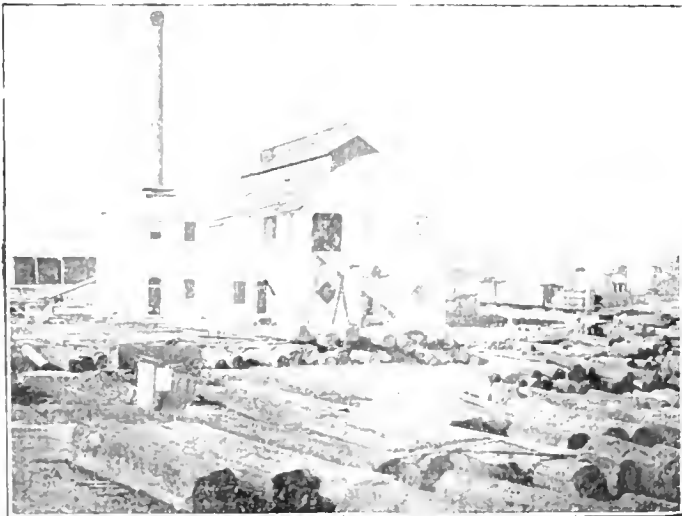
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- 6,000 Dry Oak Bolsters 5,000 Dry Oak Tongues 400,000 feet Qtd. White Oak 2 to 6 feet 2 in. to 4 in. Plain Oak

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MAHOGANY AND WALNUT LUMBER

ESTABLISHED 1877. INCORPORATED 1888.

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ST. LOUIS,

YARDS } Main and Chambers Streets,
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CAN
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THE BONSAK LUMBER CO.
WHOLESALE HARDWOODS
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WIRE OR
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Hardwood Lumber

ASH, OAK, POPLAR, CYPRESS,
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16TH
 BETWEEN POPLAR AND SPRUCE
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Hardwood

of a better quality
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Timber

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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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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.

G I V E I T A T R I A L .

PLAIN OAK,
 QUARTERED OAK, ASH.

CHERRY
 AND MAHOGANY.

F. H. SMITH LUMBER CO.

HARDWOOD LUMBER

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 ST. LOUIS, MO.

THEO. FATHAUER CO.,

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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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TELEPHONE, Canal 1597

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We are in the market for all kinds of hard-
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Lumber inspected at point of shipment.

FINK-HEIDLER CO.

Hardwood Lumber.

KILN DRIED ALWAYS IN STOCK.

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Telephone Canal 744.

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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.

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Wisconsin and Southern Hardwoods

Are always ready to contract for cuts of mills both North and South, and receive lumber at point of shipment.

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GEORGE W. STONEMAN & CO.,

76, 78, 80 AND 82 WEST ERIE ST., CHICAGO.

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Hardwood Lumber, Mahogany and Veneers

We are in the market to buy Oak, Ash, Poplar, Cottonwood, Gum and Hickory.

We have on hand a good stock of Tobasco and Cuban Mahogany, all grades and thicknesses.

Ryan & McParland,

ALL KINDS OF

HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

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Cor. Robey Street and Blue Island Avenue, CHICAGO.

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.

Columbia Hardwood Lumber Co.,

(Foot "C" Street.)

65 Southport Avenue, Chicago.

We are in the market at all times for all kinds of Hardwood Lumber. Will pay cash and inspect at shipping point. Write us.

PARK RICHMOND

W. B. HOSWELL

PARK RICHMOND & CO.

Successors to Hayden Bros. Lumber Co.

Wholesale Dealers in

HARDWOOD LUMBER

Always in market for Plain Oak, Quartered Oak and Poplar. Write us.

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CHICAGO, ILL.

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.

R. A. WELLS LUMBER CO.

ALWAYS IN THE MARKET FOR

HARDWOOD LUMBER OF ALL KINDS.

WRITE US BEFORE SELLING.

CLARK AND 22ND STS.

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Messinger Hardwood Lumber Co.

Office and Yards: Foot of "B" Street,

CHICAGO.

HARDWOOD LUMBER

We are in the market for Oak, Poplar, Cherry, Ash, Chestnut and Yellow Pine.

THE JOHN GILLESPIE LUMBER CO.

LUMBER AND SEWARD STREETS, CHICAGO, ILL.

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POPLAR, COTTONWOOD, BASSWOOD, OAK AND GUM A SPECIALTY.

We solicit stock lists from mill men North and South.

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DEALERS

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HAMPTON, KY.

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A SPECIALTY.

Main Office:
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MARSHFIELD, WIS.

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Shipments Direct from the Mills.

We are in the Market at All Times for Stocks of Hardwood.
Write us.

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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.
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JOHN H. BURRELL & CO.
WOOD BROKERS.

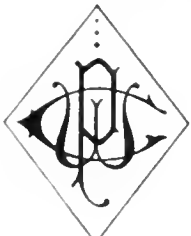
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MANUFACTURERS AND EXPORTERS **BLACK WALNUT LUMBER** EXCLUSIVELY.

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.
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., Lumberman's
and Western Union.
KANSAS CITY, MO., U. S. A.



DRY STOCK
WISCONSIN and SOUTHERN HARDWOODS.

600 M feet 1, 1 1/4, 1 1/2, 2, 2 1/4 and 3 inch Log Run Rock Elm
375 M feet 1 and 1 1/4 inch Log Run Soft Lim.
90 M feet 2 inch 1st and 2d Hard Maple
125 M feet 1 inch 1st and 2d Hard Maple
900 M feet 1, 1 1/4, 1 1/2, 2, 2 1/4 and 3 inch Log Run Birch
7 M feet 1, 1 1/4, 1 1/2 and 2 inch curly Birch.
30 M feet 1, 1 1/4, 1 1/2 and 2 inch common and 1st and 2d Red Birch.
80 M feet 1 inch Log Run Red Oak
200 M feet 1 inch Mill Cull Oak
30 M feet 1 1/4 inch Common and Better Basswood.

Our mill at Crandon, Wis., is in the finest hardwood belt of the State.
This is only part of our stock. Write us when in
the market for anything in hardwood lumber.

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Quinnesec Log and Lumber Co.

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105 Grand Avenue - - MILWAUKEE, WIS.

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Cable Address: "HIMMELUCE."
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ALL GRADES ROUGH OR DRESSED

Red Oak, White Oak, Ash, Cypress, Soft Elm
Manufactured Into
Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling,
Flooring, Bed Slats, Bed Posts, Curtain Pole Stock, etc. Spokes: Club turned Oak and Hickory.
CHOICE EXPORT STOCK.

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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.

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 MANUFACTURERS AND DEALERS
CYPRESS LUMBER
 —MEMPHIS, TENN.—
 SELLING OFFICE AT MEMPHIS. MILLS IN MISSISSIPPI.
 Your Business Cordially Solicited and Satisfaction Guaranteed.

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COTTONWOOD AND CYPRESS.
 Thin Stock a Specialty.
 OFFICE AND YARD:
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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.
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Memphis, Tenn.
 EVERYTHING AND ANYTHING IN GUM.
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Lumber Co.,
HARDWOOD LUMBER
POPLAR, OAK, ASH,
HICKORY AND WALNUT.
 WE SOLICIT ORDERS FOR MIXED
 CARS, ROUGH OR DRESSED. **MEMPHIS, TENN.**

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WHOLESALE SOUTHERN HARDWOODS
 OFFICE: 280 RANDOLPH BLDG. **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.

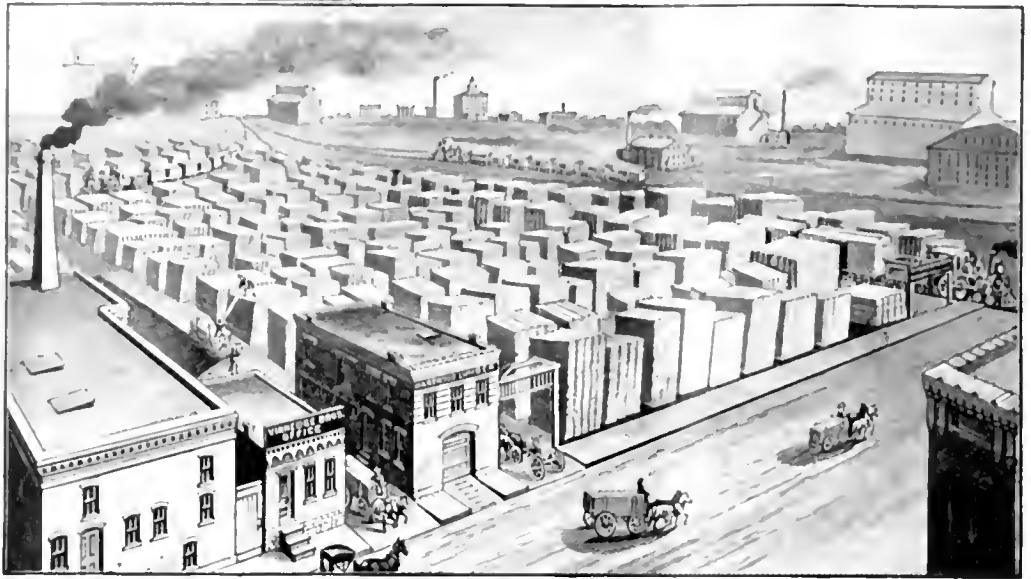
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HARDWOOD LUMBER
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MEMPHIS, TENN.

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OFFERED
LOCATIONS
 WITH
 Satisfactory Inducements,
 Favorable Freight Rates,
 Good Labor Conditions,
 Healthful Communities,
 ON THE LINES OF
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 AND THE
 YAZOO & MISSISSIPPI VALLEY R. R.
 For full information and descriptive pamphlet
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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,
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 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.

LOGS = LOGS

Highest Market Prices paid for

**Walnut, Cherry
 White or Burr Oak
 and Poplar Logs**

For full information concerning prices, shipping instructions, etc., address

Chicago Wood-Stock Mfg. Co.

North Branch and Eastman Sts.

CHICAGO

LIST OF STOCK

ON HAND AT THIS DATE.

Richmond, Ind., June 25, 1903.

QUARTERED WHITE OAK.

5 M feet 1 inch common strips.

PLAIN WHITE OAK.

12 M feet 1½ inch firsts and seconds.

4 M feet 1½ inch firsts and seconds.

QUARTERED RED OAK.

5 M feet 1 inch strips.

PLAIN RED OAK.

10 M feet 1 inch firsts and seconds.

85 M feet 1½ inch firsts and seconds.

50 M feet 1½ inch firsts and seconds.

100 M feet 1 inch common.

WALNUT.

5 M feet 1½ inch firsts and seconds.

5 M feet 1½ inch firsts and seconds.

8 M feet 3 and 4 inch firsts and seconds

10 M feet 1 inch cull.

5 M feet 1½ inch cull.

5 M feet 1½ inch cull.

ASH.

15 M feet 1 inch common.

1 M feet 2½ inch common.

12 M feet 1 inch cull.

CHERRY.

2 M feet 1 inch firsts and seconds.

2 M feet 1½ inch firsts and seconds.

6 M feet 1 inch cull.

SUGAR.

20 M feet 1 and 1½ inch cull and common.

6 M feet 1½ inch common.

HICKORY.

4 M feet 1 inch cull and common.

10 M feet 1½ inch common and cull.

15 M feet 2 inch firsts and seconds.

10 M feet 1½ inch firsts and seconds.

QUARTERED SYCAMORE.

4 M feet 1 inch firsts and seconds.

5 M feet 1 inch common and strips.

We also carry a complete assortment at our branch yards at Evansville, Ind., and Jett's Creek, Ky.

C. & W. KRAMER,

RICHMOND, IND.

MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

PINE (Norway) AND HEMLOCK LATH.

CEDAR POSTS.

High Grade Maple Flooring

Kiln Dried, End Matched, Polished and Bored.

KELLY LUMBER & SHINGLE CO.
TRAVERSE CITY, MICH.

South Arm

Lumber Co.

204 Grand Ave.

Milwaukee, Wis.

Manufacturers and Jobbers

Michigan

Hardwood Lumber.

Car and Cargo Shipments.

Chicago Office:

314 Chamber of Commerce.

INCORPORATED 1902.

The Michigan Maple Company

WHOLESALE

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WILLIAM H. WHITE, Vice Pres't.
HENRY S. LOU D., Vice Pres't.
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GRAND RAPIDS, MICH.

We are now ready to book orders for flooring
and mattress frames, giving quick shipment. Cor-
respondence solicited.

ELK RAPIDS IRON CO.,
Elk Rapids, Michigan.

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ELEVATORS CONVEYORS
FOR HANDLING
LOGS, LUMBER, SLABS, SAWDUST AND
GENERAL MILL REFUSE.

EMERY LUMBER TRIMMERS
LUMBER TRANSFERS,
SLAB SLASHERS, ETC.

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LINK-BELT MACHINERY CO.,

LINK-BELT ENGINEERING CO. CHICAGO, U.S.A.
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W. E. SMITH LUMBER CO.

Manufacturers and Dealers

Hardwood Lumber

CAIRO, ILLINOIS.

Plain Red and White Oak.

THE FERD BRENNER LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

☞ We are in the market to buy all South-
ern Hardwoods. Correspondence solicited.

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. XVI.

CHICAGO, AUGUST 10, 1903.

No. 8

THE HARDWOOD RECORD.

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ADVERTISING INDEX ON PAGE 26

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.

Hereafter it is our intention not to complicate our review of market conditions by mixing them up with the condition of Wall street, which is a fictitious and abnormal condition, having but little connection with the real, legitimate business of the country. It is merely a bad sore on a man otherwise healthy. It is an annoyance, a threat and a menace, but is really no part of our industrial or commercial system. It represents in its present stage the passing of a time of financial folly, and while this condition is and will be for some years a drain and a clog on legitimate business, we believe the danger point to be passed.

General business continues large in volume, and, for the season, extremely satisfactory. Supplies of all kinds, both in raw material and manufactured goods, are at a low ebb, and although there is not the feverish activity in business which has characterized some recent years, there is nothing like dullness.

There has been a vast amount of business awaiting a slightly lower level of prices. We know of many enterprises which have been delayed awaiting an easier market in labor and material, and it would be a positive benefit to business if we could get, without too much of a jar, upon a lower basis. Anomalous as it sounds, we believe we would, as a nation, prosper more if we had slightly less prosperity.

Conditions that have existed and still exist have rendered the relations between capital and labor extremely unsatisfactory. A laborer has too many opportunities for work. They unsettle him and make him hard to deal with. And what with strikes and lockouts, and sympathetic strikes and changing from one job to another in an attempt to better himself he isn't doing as well as he would under less strenuous conditions. It would be a matter of congratulation not only to the employers but to the employed as well if the business operations of the country could be brought to a point where there would be more stability and reliability in the labor market.

Money is easy and there is no difficulty in obtaining accommodations on good commercial paper at very reasonable rates of interest, and it is surprising how little the conditions in Wall street have affected commercial credits. There has been, so far, no evidence of a panicky feeling such as finds expression in the withdrawal of funds from public depositories. Bank

statements show universally that the banks are in good condition. The United States treasury is carrying a handsome balance, and there seems no necessity for an easiness upon the score of insufficient funds for all legitimate business requirements.

It is through the money market that Wall street gets in its deadly work on general business. So much money has been loaned by the banks to float the hair-brained ventures of Morgan and his kind, upon the security of the credit taken of those ventures, that when they collapse they are certain to pull down some banks with them, thus impairing the public confidence in all banks. Up to the present, however, no serious results have obtained.

The wheat crop now beginning to come upon the market promises to be one of the finest in the past ten years, and is at present quoted at fully ten cents a bushel above the price of a year ago. It is at this time quoted at above 80 cents in Chicago, and at that price will bring a great amount of money into the country.

The prospects for the corn crop are not so good at present. General crop conditions for corn are 76, as compared to 84 in August, 1902, 87 in 1901 and 52 in 1900. Prices are good, however, 52 cents being bid for December delivery as against 42 cents last year.

Hog products have declined sharply in price during the past year, but are still abundantly high that the farmer can have no cause of complaint. The same is true of cattle and other live stock.

Taken all in all, the present year promises to bring the farmer a full measure of prosperity; not so great, maybe, as some few recent years, but amply sufficient.

Business in wholesale lines is reported large and satisfactory for the season, and the prospects are good that fall trade in all lines will be first class.

NO REAL LIQUIDATION AS YET.

As this is written Wall street is having another fit of acute indigestion. It has settled into a confirmed, bilious-looking dyspeptic, with recurring attacks of acute, shivering nervousness brought on by the clammy, indigestible load on its stomach.

What the outcome of it all will be is hard to say. It is a funny tangle for a lot of people who only a few months ago were posing as great kings of finance. They are plunging about now like a lot of frightened sheep and resorting to exped-

liquidity and the device of taking the money and putting it into the same old stocks and bonds. They are a very good thing if they are caught in time, but if they are caught in a panic, they are a disaster and sooner or later they will round and up and do what they can. There is no escape for the investing public, nearly complete annihilation has occurred in their desperate attempts to squeeze through the crisis, and they will come through so that you will not only know them, but you will know them.

For in spite of all the stocks and bonds which have changed hands in the past few months there has been but little liquidation as yet. Those and gessed securities are just as undigested as ever. They have been shifted from weak hands to stronger ones, and juggled here and there and passed around, but they are still on Wall street. The investing public has not taken to them and it will not even at present low prices. Moreover, it doesn't matter how low they go, the investing public will have none of them. James R. Keene, one of the chief of the municipal jockeys who have been trying to pass themselves off as lions, came out in an interview a few days ago, in which he expressed great surprise that the investing public didn't come forward and invest in the stock offerings at the remarkably low prices.

One thing that is hurting Wall street more than anything else at this time is the fact that in these good and prosperous times the people with money to invest can do better with it than to put it into such schemes as Wall street has to offer.

Another thing that Mr. Keene expressed surprise at was that, in spite of the enormous "liquidation" that had been going on, there was no decrease in the amount of loans earned by the New York banks.

Now, in spite of Mr. Keene's protestations of surprise at this condition, we doubt if he is really very much surprised. He knows that no new money has come into Wall street. He knows that Wall street is desperately hard up, that its credit is strained to the utmost, that it isn't taking in enough money over the counter for its wants to pay interest. How, then, can Mr. Keene expect it to reduce the principal of its indebtedness? We seriously believe that he does expect it, and he is probably only talking for effect.

The situation is something like this. Ward goes around that Messrs. Tom, Dick and Harry have grown so weak that the rogues have called some heavy axes on them. To meet the call a lot of securities are to be thrown on the market at a soon. Now, Wall street knows from experience that these stocks will fall that so far as the general public is concerned, it will prevent the real weakness from being shown, these stocks must be taken up and carried by those still able to carry them. So that, when the transaction is completed,

instead of being paid, the debt is merely added from a firm of weak credit to another credit is stronger.

The debentures of Wall street are standing together in a desperate community of interests, waiting and hoping against hope that help may come from somewhere. But no help is coming, and at no distant date there will be such a crash in Wall street as has not been known in its history.

The gamblers have played their last card. Unable to dispose of their watered stocks at the fancy prices they had placed on them, they have sealed them down to cost price, to less than cost to any old price at all, and can't sell a dollar's worth. And they find to their surprise that they have never fooled anyone except themselves.

Their manipulation of the market, their buying orders coming in by way of London and supposed to represent an eager desire on the part of the English people for American securities, their overnight rallies, due to all sorts of shifty, tricky, wire pulling, once so effective in bringing the hands to slaughter and once dignified by the name of "financiering," have become so inadequate as to be almost pitiful.

Well posted business men of all classes understand the situation thoroughly and are, we believe, prepared to let the worst come to Wall street without paying much attention to it.

The curtain is now up on the last act of what was originally started as a great spectacular production of a problem play, but which has deteriorated into a farce and will, we fear, end in a tragedy. The king has changed into a clown and is, we fear, about to cut his own throat.

Wall street is up against it hard.

THE BEST OF THEM ALL.

We are in receipt of the "Year Book" of the National Hardwood Lumber Association, a tasty pamphlet containing the list of officers, standing committees, licensed inspectors and list of members for the year from May 21, 1903, to May 19, 1904. It also contains the working plan of the Inspection Bureau, the constitution and by laws and other matters of interest to hardwood lumbermen.

And as we look over its pages we are impressed with the fact that the National Hardwood Lumber Association has become an institution of dignity and standing and of far-reaching influence, and that, awake as this paper has always been to the progress made by the National association, we had scarcely realized the magnitude and importance of what this association has accomplished.

The Year Book, in its preamble to the rules and regulations of the Inspection Bureau, states that a movement is now on foot to unify the inspection of grain and cotton, but that the National association has already accomplished this work for the hardwood lumber trade and that the

success of a Inspection Bureau places the burden of the grade in advance of any other branch of the lumber trade, alongside the most highly organized industries of the country.

And it does. And from being the most highly organized of any department of the lumber trade the hardwood department has become the best organized, from being the poorest it has become a model. From our own knowledge of lumber associations we will say that we know of none, local or national, that equal the National Hardwood Lumber Association in the breadth and liberality of its views and in the clean-cut fairness of its methods.

The National Hardwood Lumber Association has been a pioneer. Not only has it blazed the way for other branches of the lumber trade, but it has blazed the way for other lines of business.

Under its jurisdiction a car of hardwood lumber may be loaded at Memphis, Tenn., for instance, and delivered to any market in the United States with absolute safety to the shipper and an absolute guarantee to the buyer that the kind and grade of lumber contracted for shall be delivered. When we look back to conditions obtaining in the hardwood trade before the day of the National association we cannot but be impressed by the progress that has been made.

The strength of the system of the Inspection Bureau of the National association lies in the fact that it is not a partisan inspection. It does not propose to do anything for the members of the association except to secure them justice and fair play. It gives the buyer the same treatment.

We know of another lumber association whose inspection department is like the inspection department of most lumber associations in that it is not designed to do justice between the two parties to a deal, but to obtain every advantage, fair or unfair, for its own members. This other association had a number of cars rejected in a certain market, scattered about in different places, and an inspector of that association was sent there and he made himself the laughing stock of the entire market by his foolish attempts to force through a grading which was so manifestly unfair as to be ridiculous.

The National Hardwood Lumber Association is a credit to its management, a credit to its members, and a credit to the entire hardwood trade.

The Hardwood Record is proud of it, proud of its dignity, its strength, its conservatism and its honesty. So long as it is kept cool and kept true to its present principles, so long as it is run in the interests of all and not made to subservient to the ambitions or unholy purposes of a few, nothing can prevail against it.

But its members must always bear one thing in mind. When they sell on National inspection they must make the grade the rules call for. For it is inevitable that

any attempt to juggle the grades will be detected by the National inspectors; and in their work these inspectors make no distinction. The members of the association make the rules. That is a matter with which the inspectors have nothing to do. If the rule produce too good a grade that isn't the inspector's fault. It is his business to apply the rules fairly and justly, and that is what he does. And we are informed that it pinches pretty hard sometimes—but it is the only kind of an inspection worth having. And it is just this difference of absolute fairness and impartiality that makes it the superior of any lumber association in the United States and gives it dignity and standing before the trade.

The National Hardwood Lumber Association stands easily at the head of the lumber organizations of the United States both by virtue of achievement and by the respect and esteem in which the entire trade holds it.

And its chiefest glory is the enemies it has made.

SHAKE HIM OFF!

We are glad to note that through the "tap-line case" the Southern Lumber Manufacturers' Association is beginning to get a line on Mr. J. E. Dedefaugh.

Mr. Dedefaugh has been very careful heretofore to keep his best front toward that association, for it has been of great service to him—it and its members. He has plowed many a furrow with it and them. We have always believed that the gentlemen comprising that association were fair and reasonable men—that they were not deliberately narrow and prejudiced. We have always believed it to be the influence of Dedefaugh that they took his word for that which they did not themselves understand or care to investigate, and for that reason have allowed him to use the prestige of their organization and its influence to do his dirty work with. But although they have supported Dedefaugh and stood by him in his scheme of injustice, vindictiveness and spite, unknowingly, or at least without understanding the devilment he was aiming at, that does not wholly excuse them. It is their work that a man of his character is to-day at the head of the leading lumber paper of the United States.

It was astride of the yellow pine interests that he rode down Judson, as white a man as any in the world, and forced him to take the vicious, snapping, little red devil into partnership.

And such a partnership! It was and is the traditions and reputation of the old Northwestern Lumberman that gave and still gives the American Lumberman its standing and opportunity. The Timberman brought the combination nothing but the support of the yellow pine interests and its vicious little editor.

The Hardwood Record has no quarrel with the American Lumberman. This

paper has its field and covers it to the best of its ability, and with a fair degree of satisfaction, we hope and believe, to the hardwood lumber trade; but we would like to see the premier lumber paper of the country dominated by a man of dignity as well as force of character, and its editorial policy conducted in a spirit of fairness and tolerance. That such a paper, with its best possibilities, should be dominated by a man of Dedefaugh's obnoxious personality, is a misfortune to the entire trade and a misfortune for which the yellow pine trade is largely responsible, and especially that branch of the yellow pine trade represented by the Southern Manufacturers' Association.

That Dedefaugh dominates that paper and rules its destinies with a rod of iron no one well informed doubts. Judson, a better balanced man and of better impulses, is less bold and aggressive and is shoved aside; and so long as Dedefaugh dominates the American Lumberman the hardwood trade expects nothing from it. He nullifies all its great possibilities for good and indeed makes of it an active evil. Such progress as the hardwood trade makes in any direction it recognizes that it must make not only without assistance from the American lumbermen, but in the face of its active opposition.

And here again we hold the yellow pine trade, and especially that portion of the yellow pine trade represented by the Southern Lumber Manufacturers' Association, at fault. They have accepted Dedefaugh's dictation or suggestion in the attitude they have assumed toward the hardwood trade without sufficient consideration. Within the very recent past the lumber trade has been entertained by the spectacle of the secretary of the Southern Lumber Manufacturers' Association being paraded about the country as the star attraction in one of Dedefaugh's side shows, designed entirely by him to annoy and vex the hardwood lumber trade. This action on the part of the yellow pine association was undignified and uncalled for, as well as extremely discourteous to the hardwood branch of the trade.

But as before stated, we believe and have always believed that the yellow pine lumbermen represented in the Southern Manufacturers' Association are not so narrow, prejudiced and discourteous as Dedefaugh's manipulation of their friendship has made them appear. Not knowing him they have accepted his representations in lieu of facts and he has misled them and made them appear to be that which they are not.

The hardwood trade knows Dedefaugh thoroughly and dislikes him thoroughly. He has been at no pains to hide his real nature from the hardwood lumbermen, for from the nature of their business they could not be liberal supporters of his various costly schemes for separating lumbermen from their money. From the nature of their business there was not even the

semblance of an excuse that it could be made to pay. So Dedefaugh has been at little pains to keep his cleft hoop hidden from the hardwood trade.

The hardwood trade dislikes Dedefaugh. It isn't a matter of trade newspapers. It is a personal matter. The hardwood trade recognizes that the American Lumberman is the premier lumber paper of the country, as was the Northwestern Lumberman before it, but it also recognizes that so long as Dedefaugh's influence dominates that paper that no good to the hardwood trade is to be expected of it, and it has made up its mind not only to get along without its assistance, but in the face of its opposition.

And for Dedefaugh personally it has no use. It prefers to have nothing to do with him. It prefers that he keep away from its conventions and gatherings so that it may be spared the necessity of denying him that courtesy to which his position entitles him.

As we said at the beginning of this article, we are pleased that the yellow pine lumbermen, and especially those represented in the Southern Lumber Manufacturers' Association, are getting a taste of Dedefaugh's quality. There is something very familiar in the way he lays his "lash" about, calling this man a liar and that man a thief. The man's monstrous vanity and egotism have near unhinged him. He feels strong enough now that he can drop his pretense with the Sinbad who carried him over the river. He feels strong enough to show himself in his true colors.

This little Old Man of the Sea is a vicious little old man, and in the position he occupies a dangerous one. And the sooner the lumber trade shakes him off and crushes his head with a stone, as Sinbad did with his little old man, the better it will be.

HARDWOOD DEMAND AND SUPPLY.

Hardwood lumber buyers are insisting strenuously on lower prices, citing labor troubles, Wall street conditions and much of everything except that there is an oversupply of hardwood lumber. For it is so manifest that there is no oversupply of hardwood lumber that even the consumers, anxious as they are for a reduction, are not even claiming it. There is some slight accumulation of stock in poplar, but aside from that, in quartered and plain oak, cottonwood, basswood, maple, elm, and, in fact, almost without exception, there is a shortage rather than a surplus of dry stock.

And the prospects for a large production in the immediate future are not bright, and while we believe that, as a general proposition, the cost of raw material to manufacturers is too high, we do not see how in the case of hardwood lumber they can go any lower.

With possible exception, the present prices on hardwood lumber are not in any sense the result of manipulation. They

to be a very good one. The low price of the lumber is a very good one. The low price of the lumber is a very good one. The low price of the lumber is a very good one.

At present, the lumber trade is very good. The lumber trade is very good. The lumber trade is very good. The lumber trade is very good. The lumber trade is very good.

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FORESTRY AT BEREA COLLEGE.

Berea College, Berea, Ky., is another of the higher institutions of learning of the country that offers practical courses in forestry. It makes the announcement of a two-year course in forest work, which can be taken in connection with collateral branches to be elected from the regular college course. The college estate includes a forest reserve of about 3,000 acres, containing a large number of tree species growing under varied conditions. Full information concerning courses to be given this fall may be obtained by addressing S. C. Mason, professor of horticulture and forestry, Berea College, Berea, Ky.

The H. H. Longnecker Company is a new organization at Traverse City, Mich., with a capital stock of \$1,000,000, and has purchased 12,000 acres of hardwood timber land in Marquette and Baraga counties, Michigan. Mr. W. C. Hull, secretary and treasurer, states the property was purchased for speculative purposes, although the company may later decide to develop it themselves.

HOO HOO ANNUAL AT BUFFALO.

There is to be something done in the city of Buffalo, N. Y., by the Order of Hoo Hoo, on the 12th day of September, when the twelfth annual concentration will open in Buffalo. It is a new thing, as much pleasure and profit will result from the coming concentration as former conventions of the order have afforded. Elaborate preparations have been made by the local committee in charge the arrangements. July 28 the general committee met in the Build- ing Exchange, and though the program of entertainment is not yet complete, it is strong enough alone to justify the prediction that this Buffalo concentration will eclipse anything held in former years.

The following is a list of the committee members who will have the affair in charge:

Ways and Means: John Feist, chairman; Curt M. Treat, C. H. Stanton, A. J. Chestnut, J. N. Stewart, O. E. Yeager, Walter Betts, D. H. Harper, A. J. Elias.

Entertainment: J. B. Wall, chairman; C. H. Stanton, M. S. Tremaine, F. W. Vetter, F. B. Emery, Curt M. Treat, E. B. Holmes, Frank Reilly, Fred Blumenstein, Ladies: Angus McLean, chairman; John W. Henrich, Henry M. Feist.

Reception: J. J. Mossman, chairman; M. M. Wall, Henry J. Bolter, A. J. Miller, Arthur Krensheder, Fred Sullivan, J. M. Briggs, C. R. Shuttleworth, C. H. Seymour.

The program of entertainment at the present writing is scheduled to open with a reception to visitors on Tuesday, September 8. A meeting of the Osirian Cloister will be held on this date. In the evening a banquet beginning at 9:00 will be given.

On Wednesday morning the serious business of the order will be transacted; the Hoo Hoo also make a business of having plenty of fun and freak performances.

Visiting ladies will be invited to a trolley ride to points of interest around the city, followed by a luncheon. At 9:00 in the evening the concentration of the order will take place, the ladies in the meantime being entertained at a theater party.

On Thursday, September 10, a morning business session will be held. The Buffalo Chamber of Commerce tenders a moonlight ride on the lake for the evening's entertainment.

On Friday morning occurs an early meeting devoted to unfinished business, and at 10:30 the visitors, accompanied by the Buffalo Hoo Hoo, will start on a trolley ride to Niagara Falls; crossing over into Canada; returning from Queenston to Lewiston, where a halt will be made for luncheon. From Lewiston the Gorge trip will be made back to the Falls. The trolley ride to Buffalo will be varied by a route leading past the Pan-American grounds, the Albright Gallery and the Historical Society building.

The Hoo Hoo expect to return at 9:00 p. m. in time for the great national ceremony of the embalming of the Snark of the Universe, who happens this year to be W. H. Norris of Houston, Tex.

A large attendance is expected and, as

shown in the outline above, there will be nothing but a most enjoyable time.

OBITUARY.

Mr. James Naughton, one of Chicago's oldest settlers and pioneer lumbermen, whose death, like some of the early incidents in the history of the city, passed away Saturday, August 1, 1903, at his residence, 254 West Huron street, aged eighty years. The deceased was born in the town of Balley, Ball County, Galway, Ireland, and came to this country with his parents in 1847, crossing a vessel to New Orleans, La., being ten months on the voyage.

After remaining several months about New Orleans working on the levee he then came to Chicago in 1847 via the Mississippi River and St. Louis, Mo.

In connection with his brother he purchased a piece of property on the West Side and entered the employ of Col. William B. Ogden, Chicago's first mayor, paying for his property by his labor. Later he worked as yard foreman for the late Jacob Boller, who owned and operated a lumber yard at the Randolph street bridge.

During the War of the Rebellion, Mr. Naughton worked as a lumber inspector and remained on the wholesale market in this capacity until 1870, when he entered into the retail coal and feed business, retiring from active business in 1899, but still retaining his membership in the Chicago Feed Dealers' Association.

When Mr. Naughton first settled in Chicago the population of the city amounted to 17,000. There were no houses to speak of west of the river. The city was made up of nine wards, two of which were on the West Side, while the western limits of the city was Western avenue. At that time West Huron street was not in existence, but in that vicinity was marshy land, where the early residents of Chicago could find excellent fishing, also duck and snipe shooting.

When work on the Illinois and Michigan Canal was begun, Mr. Naughton was one of the workmen, and frequently on their return trips from their work at night-fall about the summit they were followed and harassed by wolves. The canal was opened in 1848 and gave the business of Chicago a great impetus, inasmuch as it made this city the distributing point for a large territory, and was the only means of transportation between Chicago and the Mississippi River points.

Mr. Naughton was among the invited guests who made the first trial trip over the Galena & Chicago Union Railroad, now of the Chicago & Northwestern Railway system, at that time the rails were of wood covered with iron straps.

The decedent was a life-long Democrat but never aspired for political honors. Up to the time of his death his interest in all events of the day never lagged.

The funeral was held Tuesday, August 4, from his late residence, to St. Columbkille's Church, with interment at Calvary Cemetery. He is survived by his widow, a son, Hugh, and two daughters, Anne and Sara.

John T. and T. C. Burford of Chattanooga, Tenn., have purchased machinery and are putting in a large band mill on their timber land in North Georgia, where they have a large boundary of hardwood timber. They expect to have a large force of men cutting logs at once and hope to be running in sixty days.

The Man About Town.

BY C. D. STRODE.

THE GENTLE ART OF MAKING A LIVING.

We have been pretty strenuous in this department of late, but it has been necessary. And it is a good thing to be able to be strenuous when it is necessary.

You see a crisis arose which made strong and vigorous action necessary; but now, with Morgan and his men on the run and with the dull season pretty well through without any break in hardwood lumber prices, and with the dangers which have threatened business fended off, or partly paralyzed by loud and unpleasant footings and revilings, we may, it seems to me, safely take a trifle of relaxation. After sounding the harsh, blood-chilling roeship of war, and defying the mighty of the earth to mortal combat, it will be a relief to pick up the pipe of Pan and tootle away of the gentle arts of peace.

That is our favorite kind of music, anyhow. We'd rather sit in the syivan shade with Pan, dabbling our toes in the pure-clear waters of the gently flowing brook, keeping time to the sweet and gentle tunes of Peace, than to be out on the brassy, bloody plain with Mars helping to maintain the mighty front of War.

Still, it is through war we come to peace; and where you see a lot of happy children, youths and maidens and men and women reposing in the shade listening to the tunes of Pan, you may rest assured that out on the frontier the mighty Mars is striding to and fro in all the harsh panoply of war holding the enemy in check.

For there is always an enemy—always. And the men of the world who would have their women and children gay in the greenwood must serve most of the time on the frontier with Mars.

What I mean is this: Suppose you and I had been beguiled, because we can play such pretty tunes, into tootling away in the greenwood and had let this country drift right onto a panic? And, instead of stopping the enemy at the frontier, we had let him get into the greenwood? We'd have been a nice bunch, wouldn't we?

But no; we were vigilant and turned him back before he had fairly got started—bundled him back upon himself and piled the debris of his misbegotten plans upon him.

And now let him dig his way out while we discourse of the gentle arts of peace.

For it is for peace that we go to war. War is not an end. It is only a means to an end and the end is peace.

* * *

Take, for instance, the gentle art of making a living. Some might think that the art of making a living is more an art of war than of peace, and that we will not

be a restless or tuncful topic, but that depends upon the point of view.

The art of making a living, when taken alone and not complicated with other matters, is a gentle art, which may be pursued in peace and gentleness. It is when you endeavor not merely to make a living, but to levy an assessment upon the living which others make, that you begin to get into trouble, and tread on people's toes, and get black looks and hard knocks, and have such a dickens of a time generally that the art of making a living becomes anything but a gentle art to you.

Some people live merely to make a living. Of this class some are content with a fair share of the good things of life, and put forth only so much effort as is necessary to supply their modest requirements, and spend the balance of the time kicking up their heels and frisking in the meadows. Others of this class, being afflicted with the microbe of greed—their eyes being larger than their stomachs—pile up a lot of stuff for which they have no earthly need.

There is another class which has more serious work in the world than mere existence, and takes up the art of making a living merely because it is necessary as an accessory to their real work in life.

It is very important this matter of making a living. A man must make a living before he can do anything else. It is an art which is not so difficult to master but which must be mastered very early in life. It is, in fact, the most necessary thing in the education of a young man that he shall know how to make a living.

Man is like an army, that Napoleon said "travels on its belly." I think he might have said "stomach," but be that as it may, many a great poet, statesman or reformer has fallen prone in the dust with a lot of glorious schemes because he had neglected the minor detail of learning to make a living. He had hoped to be able to star among the clouds without wasting time learning to run about upon the earth.

The most difficult art the general of an army must master is the art of the commissary department. Many a great army, burning to do desperate and glorious things, has failed because of weakness in the commissary department. Many a soldier, burning with high resolve, ready to do and die, maybe, for his country, has been forced to give up and turn tail and go back because his haversack was empty. That the highest things in life, the fate of the loftiest ambitions and endeavors should depend so absolutely on a regular and sufficient supply of canned beef, may seem incongruous and more or less gross and coarse, but it is so, nevertheless.

I cannot too strongly emphasize how

necessary it is that every man shall eat regularly, and of his own tendency. But that isn't what the army is for.

You see the point, don't you? An army isn't created merely to feed itself three times a day; and a man isn't put into the world merely to make a living. An army is fed and clothed and armed and drilled that when the proper times comes it may be able to do a certain work in the best possible manner.

It is the same with a man. It is necessary that he shall eat and drink and wear clothes, but, however necessary, these things are only incidental. They are only a means to an end, not an end.

I believe a good deal of confusion exists on this point. So many people seem to think that the eating, the drinking and the wearing of clothes are the end.

Others have a better conception of the real object of living, but have such eagerness to pursue the work which they see on all sides to do that they devote too little time and thought to the homely but necessary art of making a living—of keeping the commissary department well organized and well supplied.

Occasionally you see a man well balanced, who sees things in their just proportions, and while he gives careful and thoughtful attention to the commissary department, understands that it is only a means to an end.

There are so many different kinds of men; and they are nearly all good men and not accountable for their limitations or peculiarities.

One man is like a great spring overflowing on the surface and sending a refreshing stream through the dusty meadows.

Another is like a deep and quiet well, full of sweet and healthful waters to a certain height, from which the world may draw without ever emptying.

Another is like a water jar which has no supply of its own and only gives forth that which has been put into it.

Still another is like a cracked and leaky cistern which not only has no supply of its own, but wastes that which is put into it.

I see that science has about abandoned the theory that you can get nothing without giving an equivalent. I am glad of that, for I never believed it, and I don't like to be let out with science. Such a theory means that all men are water pots and can only give forth that which has been put into them.

For many years science has taught that the energy which drives the locomotive across the rails is really the energy contained in the sunshine, which, thousands of years ago, was imprisoned in what con-

the surplusage of the world. I don't know how much surplusage there is in the world, but I know there is some. And I know that there is a surplusage of power in things. The source of power is called by different names of philosophy, but which we call God.

But you see, it goes to such lengths, it seems to be in danger of getting out of hand. I'm glad to note, on the other side, a disposition to look for the good in things. The new surplusage of power gives off heat, it gives off most tremendous quantities of energy, apparently ever-renewing its supply. And it is conceded that the theory that you've got to put so much in to get so much out is not sound, that there is a surplusage of power in things, the source of which is differently named by different schools of philosophy, but which we call God.

The thing I am trying to get at is that there should be a surplusage in every man's life. That he is something better than a water jar, and lets it in him to have the world a profit on his existence. That he is capable of drawing from the hidden springs and yielding something for which the world is not called upon to make a return, that when the world puts a dollar's worth of grub into a man it has a right to expect a return of more than a dollar's worth of work; and that the man who is getting no more out of existence than the mere means to exist is being cheated.

It is this surplusage, this profit in a man's life, which we are trying to get hold of. A business man will see the point better than a philosopher. He is used to figuring on profits. He is used to putting in a dollar and taking out a dollar and ten cents. He knows it can be done and done legitimately because of the surplusage in things generally, and he has been working on that theory all these years while the philosophers have been attempting to prove that in order to take a dollar out you've got to put a dollar in.

These philosophers are sort of easy fellows, you know, who are wise in their way, no doubt, but who are not very sharp. They are looking after the world in a large way, but you and I know, dear reader, that they are allowing it to be cheated scandalously. They are keeping the world's tools on the theory that there isn't any surplusage. That if a man provides the means to live that is as much as can be expected of him. He provides the means to live and then consumes the means of living. And that, says the philosopher, balances the account.

And you and I when at one another to get a row about the surplusage there is in things, which comes through many channels. We know about putting in the old nickel and taking out the dollar and the other

do of it, the quarter of the half, the two dollars. And we know the twenty odd words of official society which are expected to be obeyed.

And I know that there is a surplusage in every man, that of every man there is power to make a living and then some. He doesn't depend on the man next to him, he's been trained.

* * *

I trust that when you saw the heading of this article you did not expect that I could devote this valuable space telling you how to make a living. I know you didn't of course, because I know how intelligent you are. What we are trying to do is to get a just estimate of things in their relation one to another, and without in the least underestimating the absolute necessity of a good commissary department, to impress upon ourselves that the commissary department is merely a means to an end, that while it is true that an army travels "on its belly," it doesn't exist for that purpose; and that a man doesn't live merely to make a living.

It scarcely seems that the great Intelligence which is the beginning and end of all things would have gone to the trouble to create man merely to have the man make a living. That would be merely a case of swapping dollars and would leave the great Intelligence no profit. I believe that God not only expects a man to pay his way by making his own living, but also to do enough of His work to make a good profit on the investment. I believe that the great Intelligence which is the beginning and end of all things is a good organizer of business and expects a profit on each of us.

* * *

And you don't need that I or anyone shall point out the manner by which you shall invest your surplusage of time and talent and energy that remains over after making a living. The work is all about you to be done, is crowding and pushing you to be done. And it may be just the most commonplace kind of work—such, for instance, as getting a new member for the National Hardwood Lumber Association or some little thing like that, which you can slip in as you go along, giving a good thing a boost here and another good thing a boost there, being certain that it is for just these little boosts that you are on the earth. All these little things, or big things, that you have time for doing over and above making a living are God's profit on you.

And you don't need to wait until you can build a church or head a great reform. Do those things if you can, of course, but for fear you don't get an opportunity don't neglect the little matters.

Here's a good man out of a job, maybe, that with a little effort you can get located; or there's an odd lady standing who would be the better if you gave her a seat, or any little thing that will boost the world

on to a few good happier things. The doing of these things gives God his profit on His investment in you.

* * *

But you see, you want to understand that the great idea of making a living is not by any means his whole duty; it is mighty essential. And if making a living is not one's whole duty, it is one's first duty.

The first duty, I don't much care for the man who is going to save his country and can't get a grocery bill. A man's first and one's fundamental duty is that he make a living for himself and those dependent on him. When he is boasting this and that he must be certain that it is his surplusage of time and energy he is using.

Remember one time when a man in our neighborhood broke his leg just in corn plowing time and the neighbors all turned out a day or two and plowed his corn for him. That was all right, of course, but there were several in the movement whose corn needed plowing worse than that man's did, yet worse. It is all right to plow corn for your neighbor if your own corn is clean.

I don't believe that God wants any man running around over the country boasting things until he's got his own living cinched.

My contention is, that a man's first duty is to make his own living, but that it is not by any means his whole duty. He's got to yield a profit when he has made his living, he is only even.

As to making your own living, that is easy enough if you attend to your own business first.

And be sure you are on the safe side and have your living securely made, leaving yourself a good margin in case of accidents.

But remember that when that is all secure you are only even, and that the real object for which you are here has not been forwarded at all until you have done something for the general good which you might have left undone—something that will sort of help things along and leave the world some better.

Remember that while nothing is truer than that an army "travels on its belly," that is not what the army is for.

And that's all I think of about the gentle art of making a living.

Plans for the summer meeting of the American Forestry Association, which is to be held at Minneapolis, Minn., August 25-26, are nearly perfected. The most important subject to be considered at the meeting is the work of the Bureau of Forestry in connection with the Minnesota Forest Reserve. A paper setting forth the Bureau's plans will be read by Mr. Eugene Bruce.

The convention will be opened at 10 a. m. Tuesday, August 25, in the rooms of the Minneapolis Commercial Club, Audrus building, corner of Fifth and Nicollet avenues.

DEVELOPMENT OF THE RESOURCES OF WHITLEY COUNTY, KY.

About a year ago, Justus S. Stearns, the prominent Michigan lumberman, was attracted by the wonderful natural resources of the state of "old Kaintuck." Upon investigation he found his expectations more than realized, and proceeded to the development of Whitley County on a most gigantic scale. Immediately three companies were formed, namely the Stearns Lumber Company, the Stearns Coal Company, Limited, and the Kentucky & Tennessee Railroad, the names suggesting the lines of operation.

A town site was selected on the O. & C. Railroad, near Pine Knot, and one hundred and eighty-five miles south of Cincinnati, and to-day there is a community of one thousand people where less than twelve months ago was a wilderness of mountains. The town is called Stearns, after its founder. Buildings have been erected in a most substantial manner, a system of waterworks and drainage has been planned, schools will be built and maintained after the most approved methods, and every detail has been arranged to make Stearns the model manufacturing town of the South, which probably will have no less than 1,000 inhabitants before the close of 1904.

THE STEARNS LUMBER COMPANY.

The Stearns Lumber Company is erecting a double band saw mill, a planing mill, dry kilns and shingle and lath mills. The work is being pushed with all possible expediency and the plant will be in operation by the middle of November of this year. An extract plant for making tannic acid, which will utilize timber not suitable for lumber and waste material, is also one of the features of this enterprise.

Electric power from a central power house is used for driving all machinery and for lighting the town.

THE STEARNS COAL COMPANY, LTD

The Stearns Coal Company, Limited, is now mining four hundred tons of coal every day, which output is being rapidly increased, and the company expects to be producing 2,000 tons per day by October 1. The coal is of exceptionally good bituminous variety, all of it machine mined, screened and thoroughly cleaned.

The mining town, Barthell, is four miles from Stearns, with which it is connected by the Kentucky & Tennessee Railroad. Electric power for operating the mines is furnished from the central power house at Stearns.

The Kentucky & Tennessee Railroad is the outlet for all of the coal and timber of the combined companies. The companies own and control 70,000 acres of land in almost one solid group, and these lands, in connection with the holdings of the individual members of the companies, will afford material for manufacturing for

years to come. The coal supply is practically inexhaustible.

Associated with Mr. Stearns in these enterprises are his son, Mr. Robert L. Stearns, and Mr. Wilmer T. Culver of Ludington, Mich., and Mr. Edward E. Barthell of Nashville, Tenn.

The Stearns Company of Grand Rapids, Mich., of which Mr. E. C. Groesbeck is manager, has opened a branch office in Cincinnati, in connection with the Stearns Coal Company, Limited. Mr. Groesbeck will also have the management of the Cincinnati office, and Mr. J. O. McCloskey will be the sales agent, and through this office will be handled the coal and lumber from the Stearns enterprises in Kentucky.

TO DEAL IN VEHICLE MATERIAL.

The Vehicle Wood Stock Company, Incorporated, with headquarters in the Marquette building, this city, is the name of a new company organized to do business in the carriage and wagon wood material line. Mr. B. F. Von Behren of Evansville, Ind., is president; J. H. Himmelberger of Morehouse, Mo., first vice-president; E. K. Cunningham of Fostoria, Ohio, second vice-president; Fred A. Curtis, Chicago, secretary and treasurer. The company has numerous factories located at central points in different parts of the country, and will manufacture bent rims and bent hounds exclusively. As the company is composed of men who for many years have been identified with the industry, the announcement of their project will be received by the trade with confidence. They are now ready to receive and fill orders, inasmuch as with the formation of the company they also acquired a supply of the material they will handle at various points in the country.

WRIGHT-BACHMAN DEAL.

The Wright-Bachman Lumber Company, incorporated at Indianapolis, Ind., in May, are in full operation at Portland, Ark., in the vicinity of which they own 14,000 acres of hardwood timber lands, the timber being largely white oak and gum.

The members of the firm are well known individually in hardwood circles, Mr. W. N. Wright having been identified with the forests of Scatcherd & Son of Buffalo, N. Y., at Memphis, Tenn., and later with the Empire Lumber Company of Buffalo at the same point, and still later as a hardwood lumber dealer at Memphis on his own account under the firm name of W. N. Wright & Co. He will have the management of the Wright-Bachman Lumber Company.

Mr. E. M. Bachman, the president of the company, is also president of the E. M. Bachman Company of Indianapolis, Ind., a lumber firm of long standing, that is well known and highly regarded in the northern tier of states.

Mr. Fred Bachman, the junior member of the firm and its secretary and treasurer,

is a son of Wm. M. Bachman, and a member of the Indianapolis firm also.

With the formation of the firm thus identified, the other introduction is necessary. They are a firm of acknowledged ability in the manufacture and sale of lumber, and will rank at once as one of the leading hardwood firms in the South.

The mill is a double band mill and ample yard room is included in their layout. They will make a specialty of quartered white oak and gum.

GETTING DOWN TO BRASS TACKS.

The following is being sent out to those people in Arkansas who are eligible for membership in the House of Hoo-Hoo, by William Starr Mitchell of Little Rock, who is one of the original six of Hoo-Hoo and is chairman of the Arkansas State Board. Most of the argument is applicable to everywhere alike, the chief point of difference being outside of Arkansas. Those that are fully impressed should send their ten plunks to George E. Watson, 1200 Fulton building, St. Louis, Mo.:

Dear Sir: The House of Hoo-Hoo is being built at the World's Fair in St. Louis, and when completed it will be a club for lumbermen, newspaper men, saw mill supply men and railroad traffic officials, whether members of the Hoo-Hoo or not. (See marked paragraph on inclosed prospectus.)

You will also note that the building is for your comfort and convenience while at the World's Fair, and that it is for this purpose you are to pay \$9.99, complete dues and membership fee during the existence of the House.

J. A. Van Ethen, H. W. Morrison, W. S. Mitchell, J. T. Rutherford, H. A. Culver, W. R. Abbott, William Buchanan, C. W. Gates, Frank Wrape, Jas. Brizzolari and H. G. Cady compose the Arkansas State Board. Like lists are found in all the other states, 26 being represented.

You will meet more people in your line of business through a membership in the House of Hoo-Hoo in one day at the World's Fair than you would in any other way in a month. A man gets along best and has the best time when he runs in his own class; a fish out of water never has a very enthusiastic time. Send me a \$10 bill and I will enroll you on the Arkansas list.

Inasmuch as the Order of Hoo-Hoo originated in Arkansas, your state pride should separate you from the \$10. I shall expect no refusals. Arkansas must have a good representation from the eligibles in this House. A prompt remittance of \$10 will be appreciated.

Yours for a home at the World's Fair
WILLIAM S. MITCHELL, Hoo-Hoo

The Henry Mayer Lumber Company of Evansville, Ind., who some time ago sold and are now operating the Schmitz-Waldman & Co. mill on the river, have ceased their old partnership. Thompson & Thayer, who are operating the same mill, with the exception of the name, some section of the city of Evansville, Ind., will increase the mill capacity at the river mill by adding a new mill race, and will also put a new saw mill on the river.

From Near and Far.

CHICAGO COMMENT.

There are no considerations of business in the city of Chicago. The business men are all here to see the city, and to see the city they are all here. The business men are all here to see the city, and to see the city they are all here. The business men are all here to see the city, and to see the city they are all here.

W. W. Whieldon, former assistant surveyor general of the National association, was a visitor at the Record office this week. Mr. Whieldon is now operating a hardwood mill at Beaton, Ark., under the firm name of the Eureka Hardwood Lumber Company. They own a large amount of timber in that section and are putting out a fine stock of hardwoods. Mr. Whieldon was on his way into Pennsylvania, where his family resides, and will take two weeks to renew acquaintance with them.

George B. Zeining of DeValls Bluff, Ark., accompanied by his wife, spent a couple of weeks among his friends in Chicago and visiting with his parents at Princeton, Ill.

Charles Darling, wholesaler of hardwoods in and around Chicago, took his vacation down in Indiana, where, as he says, he was able to pick up a few deals at the same time. The business habit is going to get the better of Darling if he doesn't watch out.

These Pathamer is in Michigan on business. He reports salable stocks in very tight supply.

Heath, Witbock & Co. recently shipped a whole trainload of maple out of Marquette, Mich., which originated on the other side of the lake. That is the way holes are made in the supply of maple.

John S. Benedict has just returned from a trip among the mills in the South, and reports that considerable headway is being made in getting the supply up to where it will meet the demand.

A. J. McCausland is now with John O'Brien & Co. of this city, who only recently purchased the Delta cooperage plant at Phillips, Miss. Mr. McCausland is at the mills this week.

Among other visitors to the Chicago office, not mentioned above were: F. W. Mayhew, of Mayhew, Robinson & Emerson

O. John Stratton, Campbell, & Co., of Chicago, representing the W. M. Weston Company, Boston, Mass.; F. W. Jones, editor of the Lumber Trade Journal of New Orleans, La.; and H. A. Higman, representing Indiana Lumber & Veneer Company, Indianapolis.

The Record office acknowledges the receipt from Mr. F. H. Cass, the gentlemanly lumber agent of the C. & E. T. Ry., one of the finest freight and passenger lines in the country, of a fine bunch of flowers. We are not well posted in floral matters, and don't know what kind of flowers they are. We are only positive that we can identify two kinds of flowers, roses and Johnny jumpups, and these flowers are neither the one nor the other; but they are mighty fine flowers, and Mr. Cass is a mighty fine man, and the C. & E. T. Ry. is a mighty fine road. We are very fond of flowers, and next to things to eat we like to have our friends and admirers send us flowers.

PITTSBURG PACKET.

The Pittsburg district is this summer experiencing the greatest scarcity of railroad ties ever known. A few years ago West Virginia was able to supply all the good white oak ties needed for this market, but now large shipments are being made from the Southwest and Northwest. So hard has it become to get ties that several railroads have lately applied to the government's bureau of forestry to help them solve the problem of getting good ties at reasonable rates. Under the direction of Dr. Herman Von Schlegel this department is now co-operating with the following railroads in experimenting in timber seasoning and preserving: Pennsylvania, Erie, Baltimore & Ohio, New York Central, Illinois Central, Santa Fe, St. Louis & San Francisco, Missouri, Kansas & Texas, Northern Pacific and Chicago, Burlington & Quincy.

The local scarcity is largely due to the orders placed by the Pittsburg, Carnegie & Western Railroad Company for its new Wabash line to Pittsburg. This road has found it necessary to place big orders within the last few months hundreds of miles from Pittsburg in order to get seasoned timber in time for its use. The Baltimore & Ohio and Pennsylvania are also using large quantities of ties in extending their lines and making improvements in the city. Added to this are the great number of street car lines being built in and around Pittsburg. Firms which deal exclusively in ties have been unable to look half the orders offered them since June 1 and are away behind their business now. As high as 60 cents has recently

been paid for ties, sawed or hewed and delivered where they are needed.

A number of Pittsburg capitalists headed by William G. Hamilton are making an effort to secure representation on the board of directors of the American Lumber Company, which was financed with \$1,000,000 to develop 300,000 acres of virgin spruce pine timber land in western New York. Mr. Hamilton represents the financial interests of the company. It has been in Pittsburg recently consulted with his colleagues about the scheme by Senator Matthew Quay and Francis Johnson, of Beaver, Pa., and Pittsburg, respectively, are largely interested, too, in the road which will give a direct outlet to the Southwest from the timber tract.

The McMillan Lumber Company has started 25 men working on its new tract of 4,000 acres near Wilson, W. Va. Three mills are running night and day cutting hardwoods under the direction of F. O. McMillan. The company is doing a big business in bark and expects to rush the work of clearing of its tract as fast as possible.

There is a noticeable increase in the price of shingles the past year in Pittsburg. White pine shingles are very scarce and not fully ten per cent higher than last year. Red cedar are also up ten per cent or more and are very hard to get. Most of the red cedar, 16 and 18 inch, come from Washington. The pine shingles, 18 inch, come from Michigan and Wisconsin. Owing to the fact that no shingle roofs are allowed in the city except where repairs are being made, the local market is chiefly for the suburban dealers. There the demand is good, although very few shingles are now used in the walls of houses, whereas two years ago brick and shingle houses were very common.

The Wabash Lumber Company has been granted a charter with a capital of \$50,000. It was formed by officials of the Pittsburg, Carnegie & Western Railroad Company to develop a tract of several hundred acres of timber near Washington, Pa.

The Coney River Boom & Lumber Company is arranging to double the capacity of its mills at Richwood, W. Va., and run double turn. The company is turning out a large amount of spruce which it markets in the East. Its mills are also cutting considerable hemlock and hardwoods for the home market.

The Coney River Lumber Company has closed a deal for 2,000 acres of timber 12 miles above Point Marion, W. Va. The timber is mostly oak, with some poplar. It will be parted down to the company's mills at Point Marion, where 40 men are now employed. The mill at this point will

be rebuilt this fall so as to give it a capacity of 40,000 feet daily. The company is doing a big business in railroad ties, most of which it hews and floats down to the railroad. Surveys are now being made for a railroad through this timber tract to connect with the Baltimore & Ohio Railroad at Morgantown, W. Va., or Point Marion, W. Va. The route will be from the confluence of the Big Sandy River to Easton and thence to Morgantown, giving a fine outlet for a large amount of timber.

The Daine Lumber Company, Limited, is looking large orders for birch and gum trimmed doors, both in apartment houses and office buildings. The gum-trimmed doors are taking the place of the birch trimmed in the local market and are proving more satisfactory.

BUFFALO BITS.

The mother of the Wall Brothers, constituting the Buffalo Hardwood Lumber Company, is very sick. This seems especially hard at this time, as Miss Kate Wall is at Paris enjoying her vacation. The many friends of this estimable family will hope for the recovery of Mrs. Wall.

Business is unusually good with the Empire Lumber Company. Mr. Vetter is attending matters at Buffalo, while Mr. James is taking a turn at the mills South.

The many friends of Mr. Homer Kerr, the manager of the Keeney Lumber Company, will regret to learn that he has been confined to his bed since July 3 with what was supposed to be malarial fever, but which has since developed into typhoid fever. Mr. Kerr has put in a great deal of his time at the mills of the company South during the past eight months, which probably accounts for the sickness.

Mr. T. J. McGovy, agent of the Lackawanna Line, with headquarters at Memphis, Tenn., was in town this week seeing his numerous business friends.

Mr. John N. Scatcherd has returned from quite a protracted visit to his mill at Memphis, Tenn., and the surrounding vicinity, where he has been sizing up the situation, so to speak, with regard to the possibility of being able to increase his output of quartered oak while the market is in such a healthy condition.

Mr. Hugh McLean, Mr. Angus McLean and two sons and a party of friends have gone fishing and hunting up the Gattineau River, situated in Northern Ontario, where the Messrs. McLean own extensive fishing and hunting preserves.

Mr. A. J. Elias is in New York on a business trip. Messrs. Elias & Bro. received a couple of boat loads of lumber a week ago and there are two more about

me, which will about wind up their lumber receipts by water for the year.

Mr. R. H. M. Hopkins has returned from four weeks' vacation, looking and feeling much benefited by the rest.

The lumbermen of Buffalo and Tonawanda had such a large time on their outing down the river two weeks ago that they have not got over talking about it yet. They had such a good time that they have decided to hold another outing on August 18, to which the wives and sweethearts of the lumbermen and their guests are invited. The program will not be exactly the same as on the last trip. It is understood there will be some changes and omissions (Indian war dances, etc.) on account of the presence of the ladies. Everybody invited.

GOTHAM GLEANINGS.

Building has not yet been entirely resumed in the metropolis, yet a majority of the unions have signed the arbitration agreement. Everybody seems to be "up in the air" regarding the point as to when the entire matter will be settled, and in the meantime the lumber dealers seem undecided as to the advisability of stocking up very heavily. The yards contain enough lumber for immediate wants and a hand-to-mouth policy prevails, although everyone expresses himself as confident that the trade this fall will be of good proportions. It is a queer summer condition and explains to some extent the usual midsummer dullness that prevails.

W. R. Creed & Co., of No. 18 Broadway have added a poplar department to their business. The firm has made several very excellent connections recently and report the new venture a decided success.

George C. Lavery, of Collins, Lavery & Co., No. 39 Cortlandt street, this city, and with yards at Jersey City, is at the head of the newly incorporated New Jersey Oak & Chestnut Company, which has a capital of \$10,000, and its offices at the firm's yards, No. 243 Communipaw avenue, Jersey City. Associated with Mr. Lavery are H. W. Runyon and George M. Flaacke. The firm's specialty will be chestnut sleepers and other hardwoods.

W. H. Russe, of Russe & Burgess, Memphis, returned from a most delightful trip to Europe a couple of weeks ago, passing through this city on his way home.

These be vacation days. R. W. Higbie, hardwoods, has been summering at Bar Harbor; Secretary E. F. Perry, of the National Wholesale Lumber Dealers' Association, is resting quietly at Nyack; Frank A. Lewis and W. S. Skinner, of the Booth & Lewis Lumber Company, 18 Broadway, are at Wolf Island, Canada, and Orchard

Beach, respectively, and E. W. McLlave, No. 18 Broadway, is at Greenwich, Conn.

Richard Grant, who, while engaged in the shipbuilding trade many years ago, owned what was said to be the largest cooperage business in the world, located in Jersey City, died last week at East Orange. He was 73, and had retired.

The planing and molding mills and box factories of Vanderbeck & Sons, Jersey City, were destroyed by fire on the 17th ult. The damage is placed at \$50,000, and is fully covered by insurance. Rebuilding has begun and the firm expect to be ready to start up in almost as good shape as ever before September 15.

New York is a favorite summer resort, and the weather here thus far this summer has been delightful. Yet visitors, as far as the trade is concerned, are not over-numerous. During the past few weeks there have been with us Guy L. Buell, of H. M. Poole & Co., Buffalo; Joseph P. Dunwoody, Philadelphia; John Scatcherd, of Scatcherd & Son, Buffalo; C. G. McCloy, of the Pittsburg office of the Advance Lumber Company, Cleveland; R. C. Lippincott, Philadelphia; J. A. Cheyne, of the Pennsylvania Door & Sash Company, Pittsburg, and H. Fugate, of the H. Fugate Company, Raven, Va.

The handsome new five-story brick factory erected for George J. Milligan, hardwood trim manufacturer, East Thirty-second street, this city, is completed and ready for occupancy. It is located at West and Java streets, Greenpoint.

NASHVILLE NEWS.

The local building season in Nashville is taking considerable stock off the lumber mills here. The furniture manufacturers are utilizing more lumber this year right here in the city than ever in the history of Nashville. The box business has been holding up well this summer, but the cooperage man complains at scarcity of timber, high labor, high freight, cutthroat competition and everything else unnam'd. The lumbermen is perched on the golden mean and made enough money during the first half of 1902 to spend this season of the year at the summer resorts that some of the Nashvillians have in recent years become rich enough to buy bodily, as John W. Love did up in Nova Scotia and Mr. Davidson over on top of the Cumberland Mountains in East Tennessee.

The new hardwood flooring factory of the Nashville Hardwood Flooring Company in West Nashville is now complete and running smoothly. It is installed throughout with the latest machinery and with numberless labor-saving devices. John B. Ransom is president, W. K. Phillips, vice-president, and Arthur B. Ransom, sec-

as are usually indulged in on occasions of this sort, were pulled off. During the evening there was a cakewalk, free for all, and this was followed by the presentation of prizes. The train left for home at about 8 o'clock, after a day which was chock full of enjoyment, and the general picnic committee, which was composed of Messrs. W. A. Bonsack, A. J. Lang, John N. Verdun, H. B. Lawrence, J. E. Mink and J. A. Rehies, is to be congratulated upon the great success of the outing. The weather was ideal and everything was handled to the entire satisfaction of those present.

The Southern Lumber Manufacturers' Association have removed their headquarters from the Fullerton building to a suite of offices on seventh floor in the Equitable building.

The organization of the Mississippi Cypress Company, incorporated under the laws of Mississippi with a capital stock of \$20,000, full paid, has been completed by the stockholders of the Plummer-Benedict Lumber Company of St. Louis, who, in their individual capacity, are the sole owners of the capital shares. The new company are building a first-class hand mill, with steam feed and all modern accessories, at Van Buren, Miss., a few miles north of Tutwiler, for cutting out a cypress brake containing some 20,000,000 feet of stumpage. It will have a capacity of 35,000 feet a day, and is expected to be ready for operation by the first of October.

D. S. Hutchinson, representing the T. Wilco Company, flooring manufacturers of Chicago, was in attendance at the Southern Manufacturers' Association's semi-annual meeting in this city on the 14th and 15th inst. He succeeded in creating considerable interest in the end-matched flooring machine among the yellow pine people.

The St. Louis & Arkansas Lumber Company, who some time ago purchased the Desho Lumber Company plant at Arkansas City, Ark., have rebuilt the mill and will add a planing mill to their equipment.

NORTHWEST NOTES.

F. Payson Smith, Jr., a well-known wholesaler of southern hardwoods, who markets stock in a number of eastern cities, left Minneapolis the other day and went down the lakes, combining business and pleasure. He will make stops at Buffalo, Tonawanda, Cleveland and Detroit, making sales and collections. He reports a good line of orders for southern oak and poplar.

F. H. Lewis, the well-known hardwood wholesaler, has returned to Minneapolis from a vacation trip to Denver and other western points. He had a good outing in the Rockies, but when he went up Pike's Peak was overcome by the altitude and fainted. He descended immediately on be-

ing revived, and was soon right again, but did not get over the effects for some days.

H. Ruth of Appleton, Wis., representing the G. W. Jones Lumber Company, was in Minneapolis this week calling on the jobbers. He says the Appleton concern cannot begin to fill the orders that come in for white oak, and basswood is in strong demand with them. Elm stocks are shorter than usual.

J. F. Ferguson of the Coffin Box & Lumber Company, one of the largest consumers of basswood in the Northwest, has returned from a vacation outing at his old home, Canton, S. D.

CINCINNATI GOSSIP.


Among the recent visitors to this market was Julius Spicer, who has charge of the export department of C. C. Mengel & Bro. Company of Louisville, Ky.

W. A. Bennett, of Bennett & Witte, has just returned from a visit to their Memphis branch.

T. L. Venable, secretary and treasurer of Camp & Hinton Company of Lumberton, Miss., large operators in yellow pine, recently made the rounds of this territory and spent a few days of his time in Cincinnati.

E. Rotha, a lumber buyer formerly in the employ of Wiborg, Hanna & Co. of this city, attempted suicide at Baltimore, Md. It was another case of living beyond one's income, and a means of escape from disgrace and punishment that would follow the discovery of peculations. It is stated he will recover, in which case he will be arrested. His family, consisting of wife and two children, are now in Kentucky.

Our British contemporary, the Timber Trades Journal, says there are valuable hardwood forests in that much-troubled country, Servia, about the resources of which little is really known, while those who know most about them have not the courage to go in for any business there. Whether there will be a change in consequence of another dynasty ruling in Servia is unknown, but up to the present the foreign capitalist had no security from the government nor by the laws of this unfortunate kingdom. If a man ventured to put up a mill or factory of any kind he was practically in the hands of corrupt officials, and if they were not bribed right and left so many obstacles were thrown into the owner's way that he was glad to leave the country alive. Safety for life and money there is none in Servia, and if a person wanted to travel he had to get gendarmes to accompany him (whom he had to pay), and even then he was not certain whether this bodyguard would not rob him themselves. Should any concern, however, in spite of these difficulties, prosper, the government would step in and collar the whole show, and the owner was obliged, and sometimes glad, to take a free return ticket to his native land.



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THE MARKETS.

CHICAGO.

The lumber market is of such a character that it is almost a paradoxical statement to say that it would be a little worse if it were a little better. The demand continues firm, but it has hardly become dull enough to create any fear as to the immediate future in the minds of the dealers, and has not slackened enough to make the consumers think the tide is downward. With the present state of affairs on one side and a conscientious effort to pound down prices, and on the other side, the side of production, the continued scarcity of dry stock and a strong inclination to maintain prices, business is to a considerable degree in about 50 per cent conversation. But, as first stated, if demand had continued uninterruptedly good, the situation would be worse, for as it is now, there is some difficulty in meeting the calls.

It is reported at different buying sources that there is some easing up in supply in the matter of plain and quartered oak and poplar, but it is not yet nearly normal, and if all signs hold good there won't be any surplus this year. The item that has all along seemed the most feverish is quartered oak, and those who had any inclination to doubt the stability of prices picked quartered oak as the first to feel the effects of a decline. But there is very little in the market, very little arriving, or in sight for that matter, and although a little lighter in demand there is but little, if any, deviation in price. Plain oak is no doubt being offered a little more freely, but it is such a staple variety and always more stable in price than any other wood that a little surplus does not operate against it, and, in fact, is desirable. Poplar in the upper grades is in light supply and price is being well maintained. The lower grades, however, are not in quite such good demand, and a shade lower in price. The same is also true of cottonwood except that firsts and seconds quality and box boards are exceedingly strong.

The situation as to northern woods is, if anything, more favorable. Basswood is coming in more freely, but not on a lower basis, and the indications are that it will be higher in price. Maple is also arriving in quantities, but reports from those who have been visiting points of production are to the effect that stocks are very short at mills and that maple will be one of the strongest items on the board this fall. Birch is more plentiful, but it is favored with a growing demand.

Yellow pine and cypress are in better supply than any of the hardwoods, but are proportionately active.

CINCINNATI.

There isn't much doing in local hardwood circles just at present. Inquiries have let up considerable and this seems to be a very good time for a vacation. The saw mills are still actively engaged in the manufacture of lumber, although a great deal of it is still being applied on old contracts, and consequently the gain in stocks is not as great as first imagined. The river is full of logs and most of the river saw mills seem to have a supply on hand that will run them for several months. The saw mills located in the country are also well supplied, and are experiencing very little difficulty in procuring logs by rail.

Shipments of lumber from this section are not very heavy at present, but the local

dealers are being kept from the South claim they are having difficulty in getting cars. This is not so uncomfortable as the shipment situation has not yet commenced. Judging from the present state of affairs the outlook for the future will be worse than ever before.

Due to the fact that business has been rather slow for about a month, there has been a slight rise in prices. It is thought by many that prices will sag but very little, due to the stringency in the money market, which is effecting the East makes its effect felt throughout the country.

The export trade is also commencing to show the effect of the weather, although it seems to be holding out better than the domestic trade. Quartered white oak is the leading seller, with poplar, gum and cottonwood following in the order mentioned.

In fact, there has been practically no change during the past two weeks. The same is true of gum conditions. About the only change in poplar is that the lower grades are a trifle weaker and prices are not quite as firm.

Cottonwood is improving slightly; this is particularly true of the box common grade. Dry stocks of cottonwood appear to be rather scarce.

Among the other wood, chestnut, maple and cypress are favored with occasional calls.

PITTSBURG.

Once more the lumber market in Pittsburgh is threatened with a slump owing to the trouble between the Building Trades Council and the Builders' Exchange, which is likely to result in a complete tie-up of building operations. Over 10,000 men are now out and if the trouble is not settled in a few days many large orders for immediate delivery will be cancelled. If the strike continues long it will effect the fall lumber market very unfavorably, for there is a large amount of house building in contemplation or on the architects' boards which will be called off for an indefinite period unless the owners find they can have some assurance when their buildings will be done. "Tight" money is holding up building considerably also and this complaint is not likely to be relieved for some time.

In general the market kept up very well till August 1. Some trouble has been experienced in getting cars lately from the South and West. This difficulty has, however, been fully counterbalanced by the exceptionally wet season, which has enabled lumbermen up the Allegheny River and its tributaries, as well as in the West Virginia field, to make several trips down stream with rafts instead of the two trips usually made. Hemlock and oak continue scarce and prices remain firm. White pine and red cedar are hard to get. Orders for finishing lumber have been a little slow on delivery of late and a few jobs are held up temporarily on this account.

With local firms the season has been a very busy one thus far, and even now many of them report their affairs so thriving that they do not feel that they can take the usual two weeks or a month off. A big proportion of the firms here have made large purchases of timber since May 1 in West Virginia and the South, and are bending their energies to getting new mills installed so that they can get out the timber in the fall. These projects with the

big lumber combines that have been formed this summer show that the local lumber situation is in very good shape and that a steadily increasing demand is looked for in nearly all grades of ordinary sellers.

NEW YORK.

Trade in hardwoods is draggy, and the very satisfactory firmness in prices noted right up to a fortnight ago is absent from the scene. It is hard to explain the change, except on the score of the usual midsummer dullness, with, as added causes, the labor strikes here, the cessation of almost all building operations, and the resultant backwardness on the part of the retailer to replenish his stock, no matter how low it has become.

As hardwoods enter so largely into manufactures many are inclined to think that any dullness in building ought not to affect its sale. They forget that the man who is building a new house and has it delayed by strike, waits until the structure is finished before he buys his furniture, and his piano. His hardwood trim may be ordered, but it doesn't go in until the structure is near enough to completion to permit of it. All of these things count, and they are beginning to tell on the demand for hardwoods, as far, at least, as the New York City district is concerned. Of course, the strikes are practically over now, but not all the building has been resumed, and until it is the early spring conditions cannot be expected.

Poplar is, from all accounts, sagging off a little in price. Only a week or so ago it was scarce at \$72.50 for first and seconds. Now \$50 would be a nearer quotation. The fact of the matter is, that the search for substitutes for this wood has helped to lessen the demand, for the search has not always been unsuccessful, while down at the mills the lumber is getting dry and the manufacturers are showing considerable activity in the effort to market it. From all accounts such a thing as an occasional concession in price is not unknown.

The firmness of quartered and plain oak continues. Quartered brings \$78 to \$80 for the best inch stock, and plain oak is quoted at \$45 to \$48. There is a free movement in both.

Ash and chestnut are in good call, while mahogany is firm and active. Export demand generally is only fair.

MINNEAPOLIS.

The large consumers are holding off, and are not in the market for anything except quartered oak and basswood. The furniture factories seem to be practically out of stock, and dealers are trying hard to get them to order, but with poor success. The manufacturers seem to think that if they wait long enough prices will drop after a while. From the standpoint of jobbers, this is very exasperating. Stock is difficult to get now, and they fear that in another three months it will not be possible for them to fill orders. One local dealer predicts that some of the factories will be left in the lurch when they finally get ready to buy, and that they will be crying in vain for stock. The sash and door men are using birch and basswood in fair quantity, and some ash. They are buying very slowly, but are not entirely out of it. One large factory has a large quantity of quartered oak coming on contracts, and is waiting for it impatiently. The contract was for \$60, and the factory will not pay more. Plain oak is hard to get, especially northern stock. White oak in greater than 1-inch thickness is

practically unknown here now, and dealers are not able to supply the demand for iron tongues. What little wagon stock there is could be sold three times over. Considerable gum is coming here in staves and heading for the four barrel coopers, and it is commanding a good price, \$8.75 being asked for the staves and 6 1/2 cents a set for heading.

BUFFALO.

Although it is the dullest time in all the year supposedly, in the lumber business, still there is enough doing in Buffalo right along, so that you cannot find a dealer but what has all he can do according to his capacity for filling orders. Prices continue firm in almost all lines and it looks now very much as though good business was going to hold over for the balance of the year. The products of the smaller mills throughout the West and South are beginning to come to the front now, and it may be that there will be a tendency toward lower prices on some woods. This will undoubtedly be the case with poplar. In fact, there is a noticeable change in the poplar market as regards prices already, and everyone looks for a decline from the prices that poplar has been held at for so long. Of course, this may only last until the stock from these smaller mills gets worked off, but it is not such an easy matter to get prices up again after they have commenced to go down.

The demand continues good for quartered oak and plain oak in all grades, and prices hold up, although plain oak is considerably easier than quartered oak.

There is quite an improvement in the movement of ash and I think prices will improve accordingly. Ash has not been bringing the prices it should, compared with other woods.

NASHVILLE.

The lumber market of Nashville shows an easier tone for the lower grades of stock and more now than a fortnight ago the delayed summer feeling is on. This shows an easier tone for the buyer, but not particularly on prices. Very few items have been carried downward by the summer season, it is only that the mills have rather more stock of partially dry and green stock and the demand is not so spirited. Oak, chestnut, poplar and cedar are still selling at stiff prices, and the export man is still hunting walnut. The mills are all running. The furniture manufacturing business in Nashville is developing right much these days, and the wagon stock people have an eye on this part of the hardwood world.

MEMPHIS.

Conditions are rather more quiet in this market now than at any time this season. The rest time of summer seems to be breaking a bit. Some orders are coming in, but contracts and work is being done largely on orders previously placed. This usual summer easiness some regard as the opening up of a quiet season of trade, but this cannot be told yet. Stocks are very moderate in Memphis and prices remain about the same. Gum is being manufactured right along, with its principal demand confined to the export trade in firsts and seconds. Cottonwood is more plentiful and the price tone seems easier. Quarter-sawn red oak is not very plentiful, and the price is firm. The same is true of the same in white oak. The interior mills are said to be quarter-sawing considerable of their stock now.

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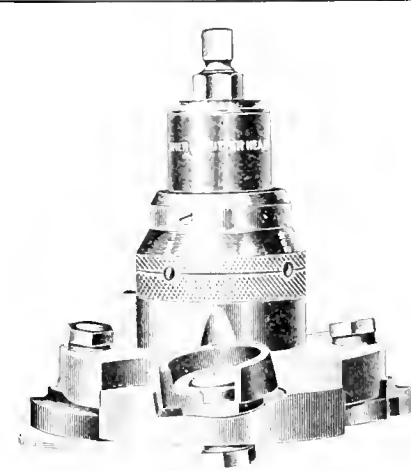
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THE LUMBERMAN AND THE FORESTER

BY GEORGE F. PINCHOT
Forester in Charge of the
Bureau of Forestry, Department of National
Resources, Washington

It is only a few days since President Roosevelt, speaking to the Society of American Foresters, a body of professional foresters, said that in the final analysis the success of forestry must depend upon the attitude of the lumbermen toward it. This attitude is accepted and believed by no one else so completely as by the forester. He is glad of this opportunity to say a few words to you. I realize that the great majority of the timber lands of the United States will pass through your hands just as it is, and that upon your attitude toward it will depend the final result not only to you in your business but to the nation as a whole in the perpetuation of its forests. One of the recent tendencies in the lumber business has been to reduce waste in every possible direction. You have taken this up first of all in the mill; it has gone from the mill to the woods and the methods of logging, and in many parts of the country has already begun to affect methods of cutting. This tendency to avoid waste, to make better use of natural resources, is not confined to the lumber trade by any means. It is characteristic now of all the industries of the United States, and is the logical outcome of the economic situation, just as, in my belief, the interest of the lumbermen in forestry must necessarily be the logical outcome of the economic conditions under which the lumber business is placed. You have naturally and logically moved forward step by step in this progress of eliminating waste, making more out of the material with which you have to work. It is perfectly logical and natural, therefore, that the next step for you to consider is the use of your standing timber, not merely for itself alone but also in relation to the value of the land to you later on. That is the whole essence of forestry. As President Roosevelt has expressed it, "The principal idea in forestry is the preservation of forests by wise use," and the conception upon which the whole matter is based is simply the question of

whether you intend to get a second crop.

The attitude of the forester was the enemy of the lumberman, and above all, the enemy of the logging timber, disappointed long in the minds of foresters, or rather of the forestry, for no time for the forester to get it, and is rapidly disappearing from your minds and those of other people. And that is perhaps the happiest part of the whole situation, for the people of the whole of your industry and of forestry depends upon your attitude toward this single question: Do you intend to get a second crop?

I am far from wanting to discuss with you the supplies of standing timber or the prospect of a timber famine—questions to which you are more familiar than I am—but it is perfectly obvious that the supplies of certain kinds of timber are rapidly disappearing, that the lumber trade is falling back year by year on poorer material and poorer hauls, and that the question of its continuance is already demanding an answer.

This is purely a business proposition which I want to lay before you, to be considered, accepted or rejected on a business basis. Forestry deals with the forest in some ways with which you have but an indirect interest. I am not talking now about the effect of forests on the flow of streams, on winds, or on the general prosperity matters of vital importance in their place, but the question I want to bring to you is simply this: Is it worth your while, from a commercial point of view, to consider the forest as a part of your plant, and from that point of view should you cut off your timber and let the land go back for taxes?

Let us take an illustration. Suppose any one of you has a tract of timber land in Arkansas, for example, for we have some good figures for that state. You find that under certain conditions, which make practically no difference in the cost of getting out your logs, and it is the business of the Bureau of Forestry to ascertain what those conditions are, you can get a second crop of the same amount off that land in forty years. It will be a man's tendency, as it was mine when I began this work, to think of forty years as a very long time, a period

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beyond ordinary calculation, hardly worth while to figure on. Nevertheless, if I interpret the economic tendency of the country at all rightly, men look farther ahead now than they once did, and it is very well worth their while to do so. We will say that in forty years you can get a second crop on that land equal to the first. We take the stumpage at its present value with taxes as they now stand, and we estimate the expense of protection against fire and theft. We find in this particular case that the returns on the capital invested for those forty years is 6 per cent net. That is calculated on the basis of the present value of stumpage. We all know that the value of stumpage will increase largely in forty years. The matter becomes, then, simply a question of whether or not it is worth your while to take the incidental risks and hold your land for forty years rather than to put your money into something else. But it is not a question of whether you will put the money back into your land after taking the timber off of it, but whether you will take the timber off in such a way that when you have cut over the land it will be in condition to go on producing timber without further expense. Either the timber land is part of the manufacturing plant, or it is not, and that is the whole difference.

If you are the owner of a mill, as of course you all are, you must necessarily consider, if you want to keep that mill in permanent operation, how much land you need to grow timber to supply you with your daily cut. Then you have a complete plant which is like a machine shop, turning out material for its own needs. From the point of view of the forester, where a business question is as clear cut as that, it becomes as foolish to destroy the productive capacity of your land as it would be for the owner of a machine shop, when he had an order for a shaft or a cogwheel, to take that shaft or cogwheel out of his own machinery and sell it rather than make his machines produce it. As I have said, and repeat, this is purely a business question.

The Bureau of Forestry offers certain assistance to lumbermen in preparing the basis upon which such questions can be most intelligently decided. What it does is simply to put a certain amount of trained skill at your command. You pay the expense and we prepare for you the necessary figures. The way we do it is to send a man to the spot who finds out what there is on the ground, with special reference to the smaller sizes, how fast each diameter class of trees grows, how much will be left of certain sizes after cutting out others, and how much will be standing to the acre after a definite number of years. We put the thing purely and entirely on a business basis.

These methods of forestry are not at present as fully applicable everywhere in

the United States as they will be later on, and it is as far from me as possible to want to urge any man to adopt the methods of forestry unless they are going to pay. The arrangement we make with timber owners is never that they shall be compelled to apply the plans we submit, but always that they shall apply them or not as they find it wisest to do. I would be exceedingly sorry if any man should take up a proposition in forestry and apply it if he was not confident it would turn out well, because this is not a question of a few days or merely for present conditions.

What I have been describing to you is, of course, only one of the ways in which the Bureau of Forestry is attempting to serve the lumber interests of the United States. Another is a very extensive series of timber tests which we are just taking up, to learn the comparative merits of different timbers for different purposes; and there are many others, some dealing directly with the lumber interests and some indirectly. But the essence of what I have to say to you to-day is simply that this matter of practical forestry is presented to you as a business proposition, to be accepted or rejected as a business proposition, and that my interest in it and the object of my presence here is simply to ask you whether it is worth your while to consider your forests as a part of your plant or whether it is better worth your while to abandon them after they have been cut.

I shall be very glad, indeed, if I can answer any questions which may come up now or later on, and I shall be especially glad if I or any other member of the Bureau of Forestry can be of use to you, individually or collectively, in any possible direction. There has been too long a feeling that the foresters were trying to force the lumbermen to do something or other against the lumbermen's will. I think it is time for the lumbermen to give the Bureau of Forestry a chance to do some things which they would like to have it do.

The Albuquerque (N. Mex.) Journal-Democrat of July 28 is at hand, and contains a description of the progress being made in the establishment of the American Lumber Company's plant, together with two illustrations, showing front and rear view of their mammoth mill as it will appear when completed. Mr. C. A. Ward, of the Ward Lumber Company of this city, is president of the company, and its erection and operation are under the general management of Ira B. Bennett, a prominent lumberman, formerly of Detroit, Mich. There is some evidence that this gigantic enterprise has awakened the spirit of the people of that city to its possibilities, as the issue of the paper above mentioned is the occasion of a proclamation signed by prominent citizens setting forth the advantages of Albuquerque as a commercial city.

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6. A man's wife is included in his membership, whether or not he is with her, and the arrangement of the building pays particular attention to the comfort of ladies. This includes a strictly private lounging room in charge of maids.

7. The information bureau of the club will be equipped to not only give information on personal application, but to also arrange for boarding house accommodations for those who so desire.

8. Being a club only for its members and only for lumbermen and those in allied trades, it will be possible for a member to meet more friends and make more business acquaintances at the club than anywhere else, thus giving a member a distinct social advantage.

9. You should join for patriotic reasons, if for no other. This is distinctively a lumber proposition and all lumbermen should take a pride in it. The cost of membership is only \$9.99, and there are no dues.

There are at least nine other reasons, which are left to your imagination. If you are interested and have received no literature on the subject, inquiries should be addressed to the House of Hoo-Hoo, Fullerton building, St. Louis.

The building of the American Lumber Company mills at Albuquerque, N. M., is nearing completion, and from reports will be an immense plant. The main building will be a three-story structure covering about 15,000 square feet of ground. The power house will be of brick, 50x93 feet, with walls 21 feet high. The power includes four 72x18-foot boilers, each of a capacity of 225 horsepower, and a 600-horsepower engine, with 20-foot flywheel. The capacity of the mill will be 150,000 feet daily.

THIS MONTH WE OFFER

1 INCH CLEAR SAP GUM

RANDOM WIDTHS OR ASSORTED.

For Implement Work,
Wagon Box Boards,
Furniture, Cabinet and
Wood Specialty Manufacturers.

THE FARRIN-KORN LUMBER CO.
CINCINNATI.

CHARLES H. BARNABY,
MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.

GREENCASTLE - - - - INDIANA.

F. W. GILCHRIST, Prest. F. R. GILCHRIST, V.-Prest. 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

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.

WRITE TO

STEWART & JACKSON

IF YOU WANT TO BUY OR SELL

POPLAR AND HARDWOODS,

OFFICE: UNION TRUST BUILDING.

YARDS: CLARK ST. DALTON AVE.

CINCINNATI, OHIO, U. S. A.

WANTED FOR SALE EXCHANGE.

CIRCULAR SAW HAMMERING TAUGHT BY MAIL.

Right in your fire room. No advanced tool and no previous experience necessary. J. H. MCKER Lumberton, Miss.

MEN WANTED.

We can give steady employment the year around to good men in and around our saw mill, box factory, logging and barn camps, etc. If you wish to better your condition by coming to Northern Wisconsin, write or call on the

JOHN R. DAVIS LUMBER CO.,
Phillips, Wis.

BUSINESS OPPORTUNITIES.

FOR SALE.

One-third interest in established manufacturing business making staple article, practical monopoly. Desire to have lumberman purchase interest as it is necessary to be located in the hardwood district of Wisconsin or Michigan. No brokers.

Address A. C. care of Hardwood Record.

FOR SALE.

Saw mill: Controlling interest in one near Blytheville, Ark. circular top and bottom saw, 20 ft. carriage, rope feed, gang edger and cut off saw. Capacity 20 M ft. per day. Cash or easy terms to responsible party. Address R. C. P., care Hardwood Record.

LUMBER WANTED.

WANTED.

Heaven oak R. R. ties.
Sawn oak R. R. ties.
Oak car timber.
Quote price, f. o. b. mill, stating rate to St. Louis.
THE BONSAK LUMBER CO.,
St. Louis, Mo.

WANT TO BUY.

Quarter-sawed white and red oak, all grades.
Plain-sawed white and red oak, all grades.
Cherry, ash and walnut, all grades.
Can use green dry. Will pay cash at shipping point.

S. BURKHOLDER LUMBER CO.
Crawfordsville, Ind.

WANTED.

500 M-inch both quartered and plain, common red and white oak, dry. Quote delivered F. O. B. Chicago.

T. WILCOE CO.,
22d and Throop Sts., Chicago.

WANTED GREEN OR DRY

Basewood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED.

Cull quarter-sawed white and red oak, 1 and 2 inch.

MOSBERGER-O'REILLY LUMBER CO.,
Main and Chambers Sts., St. Louis, Mo.

WANTED-OAK PILING

30 to 40 feet long. White or Burr Oak

WRITE US.

CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO.

WANTED.

300 M. feet 1 to 2 inch No. 2 Common Birch, Black Ash and Basswood
G. O. W. STONEMAN & CO.,
76-82 W. Erie St., Chicago.

WANTED.

Quartered red and white oak. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.
PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED.

To contract for 200 M ft., 2-inch log run Gum.
GEORGE W. STONEMAN & CO.,
76-82 W. Erie Street, Chicago.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/4 inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.

L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

25 Cars 2 1/4 x 4 1/4 - 26-inch White or Red Oak, green or dry, delivered here.
20 M feet 2x2 48-inch White Oak, dry, delivered here.
A large amount of 1 1/4-inch and thicker 1st and 2nd Maple; can use some No. 1 common.
1-inch quartered White Oak.
Please quote us.

ROSS LUMBER CO.,
Jamestown, N. Y.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. & R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and seconds.
1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds.
10 cars each 4x5-6 foot or 12 foot Hard Maple AXIES.
50 cars W. Oak Mill stuff.
100 cars Crating, all kinds.
What is your specialty?
We reach every part of the United States.
Address: Hardwood Dept.,
AMERICAN LUMBER & MFG. CO.,
Pittsburg, Pa.

WANTED-FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address

O. L. YEAGER,
932 Elk Street, Buffalo, N. Y.

WANTED WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash.

H. A. LANGTON & CO.,
Terre Haute, Ind.

WANTED-FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.

EAST ST. LOUIS WALNUT CO.,
East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade.
100 M feet Red and White Oak, any thickness and grade.
30 M feet 1 1/2 to 4 inch, 1st and 2nd Hickory.
FINK HEDDLER CO.,
Ashland Ave. and 22nd Street, Chicago.

WANTED.

Cherry two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.

LELAND G. BANNING,
Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
Station "N," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.

DUBLMEIER BROS.,
Cincinnati, O.

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.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO., Indianapolis, Ind.

WANTED.

Cypress, 1sts and 2nds, 1 1/4, 2, 3 inch; selects, 1 1/4 inch.
Red Gum, 1st and 2nds, 1, 1 1/4, 1 1/2 inch.
Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch.
" " " " common, 1 1/4, 1 1/2 inch.
" " " " plain sawed, 1sts and 2nds, 2 1/4 inch.
White Oak, " " " " 1sts and 2nds, 1 to 4 inch.
" " " " quartered, 1sts and 2nds, 1 to 2 inch.
Yellow Poplar, 1sts and 2nds, 1 to 4 inch.
" " " " 1sts and 2nds, 4x4 to 8x8 inch.
" " " " common, 4x4 to 8x8 inch.
" " " " selects, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
Buffalo, N. Y.

WANTED.

1 inch cull and better (plain and quartered 1 1/4 inch common and better) WHITE OAK.

Can take mixed cars.

Barclerding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

WANTED—FOR SALE—EXCHANGE.

LUMBER WANTED

For shipment during 1903—
 1-INCH SOFT ELM Lumber. Suitable for Coffin Stock. Seasoned at least 60 days.
 Also WHITE ASH SCANTLING, cut 3 1/4 x 4 3/4 x 14 ft. full, for shipment as soon as cut.
 Cash. P. O. B. cars at shipping points.
 For specifications, etc., address JAS. GORDON, 300 Forest Ave., West Detroit, Mich.

WANTED.

White Oak lumber, 2 to 4 inches thick, 4 inches and wider. 1st and 2nd clear and common, suitable for wagon stock.
 Also 5 cars of No. 1 Oak wagon tongues 2 x 4, 4 x 4, 12 feet, P. O. B. Minneapolis, Minn.
 Will pay cash for same. Please write us stating what amount you can furnish and how soon you could ship.
 OSBORNE & CLARK,
 Minneapolis, Minn.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
 Will inspect at shipping point and pay cash.
 BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca St., Buffalo, N. Y.

LUMBER FOR SALE.

FOR SALE

150 M feet 1 1/4 inch common and better rock elm
 150 M feet 1 1/2 inch common and better rock elm.
 100 M feet 1 inch long run soft elm.
 100 M feet 1 inch common and first and second clear birch.
 75 M feet 1 1/4 inch first and second basswood.
 25 M feet 1 1/4 inch common basswood.
 50 M feet 1 1/2 inch first and second basswood.
 25 M feet 1 1/2 inch common basswood.
 40 M feet 1 1/4 inch first and second birch.
 25 M feet 1 1/4 inch common birch.
 75 M feet 1 inch common basswood.
 QUINNESEC LOG & LUMBER COMPANY,
 Milwaukee, Wis.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for money in this stock. Write for prices to
 FARRIN-KORN LUMBER CO.,
 Cincinnati, Ohio.

FOR SALE—SQUARES.

One car 2x2 inch x 28 and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.
 WM. E. LITCHFIELD,
 Box 2398, Boston, Mass.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.
 KELLEY LUMBER & SHINGLE CO.,
 Traverse City, Mich.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.
 EDWARD L. DAVIS & CO.,
 Louisville, Ky.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
 Manufacturers Hardwood Flooring,
 LYONS, Ky.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
 100 M ft. 1-inch log run Soft Maple, on grades.
 3 cars 1 inch sound wormy chestnut, Tenn. stock, 2 little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
 20 M ft. 1 to 2 inch log run Walnut.
 100 M ft. 1 to 2 inch Cherry, all grades.
 This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
 Jamestown, N. Y.

FOR SALE.

5,000 feet 2 1/4 x 6 inch and up 1sts and 2nds quartered White Oak.
 4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
 9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak.
 700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
 Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.
 EMPIRE LUMBER CO.,
 1142 Seneca St., Buffalo, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
 200,000 ft. 1-inch log run Chestnut.
 50,000 ft. 1-inch dry common quartered Red Oak.
 75,000 ft. 2-inch common and better, shipping dry, White Oak.
 20,000 ft. 1-inch, dry, mill-cull Walnut.
 NORMAN LUMBER CO.,
 Louisville, Kentucky.

HICKORY—HICKORY.

We want 2 1/2 inch hickory plank. Will accept green from saw and pay cash. Also want 2 1/4 x 2 1/4 x 40 inch hickory squares.

TOWNSEND & THOMPSON, N. Manchester, Ind.

FOR SALE.

Five hundred thousand dry 3/4 x 1 1/4 inch cypress lath.
 THE WHEELER CYPRESS LUMBER CO.,
 Portland, Ark.

FOR SALE.

One car of select, figured, quarter-sawed White Oak, Indiana stock, 16 inches and over wide, 12 foot and longer. Address:
 35, care Hardwood Record.

FOR SALE.

We have lumber for immediate shipment, dry, as follows:
 1-inch 1st and 2nd quarter-sawed White Oak.
 1 " " common plain-sawed White Oak.
 1 " " log run Arkansas Red Gum.
 Plain-sawed Red Oak.
 1-inch Poplar in all grades.
 One carload 2 1/2 and 3 inch Soft Elm.
 And most anything else you may want in the hardwood line.
 J. V. SIMMONS,
 Huntingburg, Ind.

WANTED.

250,000 6x8-8 hewn White Oak ties.
 750,000 ft. each 1 in. and 1 1/4 in. Box Common Gum.
 500,000 ft. 1 in. Box Common Cottonwood.
 25 cars 1st and 2nd and Common Poplar Squares, 4x4 to 8x8.
 1,000,000 ft. mill run Cypress.
 850,000 ft. 1 in. White Pine and Norway 8-in and up No. 3 and No. 4.
 Parties having any of the above on hand, please write us. We pay spot cash, and responsible shippers may draft upon us, with bills of lading attached, if they desire.

MISSISSIPPI VALLEY LUMBER CO.,
 Lincoln Trust Bldg., St. Louis, Mo.

TIMBER PROPOSITIONS.

FOR SALE.

5,000 acres of hardwood Oak, Poplar, Chestnut, Linn, White and Yellow Pine. R.R. facilities. Address for particulars:
 P. O. BOX 17, Trenton, N. J.

CHEAP HARDWOOD STUMPACE.

I have for sale on 5,700 acres of land, hardwood stumpage at \$3.10 an acre as follows: Oak, 2,227,900; Willow, 4,480,000; Cottonwood, 4,953,000; Hickory, 946,000; Red Gum, 515,000; Tappelo Gum, 940,000; Cypress, 700,000; Ash, 54,000; Sycamore, 114,200; Locust, 120,000 feet. Timber on bank Mississippi river in Louisiana.

E. L. SLATTERY,
 New Orleans, La.

BARCAIN IN LA. AND MISS.

100,000 acres Red and White Oak and Cypress. Will sell in virgin state, or will contract to cut part, and balance standing. Estimated 9,000 feet per acre. Full particulars and blue prints from

WILLINGMYRE & RHODES,
 Saline, Mich.

150,000,000 FEET CYPRESS STUMPACE FOR SALE.

The undersigned has for sale in Louisiana, accessible to railroad, between 140,000,000 and 150,000,000 feet of cypress stumpage, with two small circular mills, and lumber and shingles on yard, at \$3.50 per 1,000 feet for both mills and stumpage.

EDWARD L. SLATTERY,
 531 Natchez St., New Orleans, La.

WANTED TO PURCHASE CYPRESS STUMPACE.

Must be large and of the very best character of lumber, accessible to either railroad or river.
 BLANTON-THURMAN LUMBER COMPANY,
 Memphis, Tenn.

MACHINERY.

FOR SALE.

Second-hand Sinker-Davis rope saw mill feed. Address MALEY, THOMPSON & MOFFETT CO.,
 Cincinnati, Ohio.

FOR SALE—SECOND-HAND MACHINERY.

One 24x30 engine with balance valve and 15 foot banjo 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.,
 Fan, Wis.

FOR SALE—MACHINERY—Second Hand Circular Saws good as new, from 48 to 82 inches. Let us know what size you wish to trade. One second hand Self-feed Boiler, one second hand Pony Saw Mill, one second hand Double saw Mill, one 30 H. P. Portable Engine, one Knight's U Mill, one Knight's Fay Knife Grinder, one Fay Moulder, one or two H. P. Self-feed Pumps, one 10 H. P. Emery Wheel Stand, ing Machines, one and Roul's Dovetail, Double Shaper, one Fay Surface, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-worker, Upo Condecan 30 Hand Saw.
 THE MILLER OIL & SUPPLY CO.
 Indianapolis, Ind.



FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

HARDWOOD RECORD.

ADVERTISERS' INDEX.

HARDWOOD LUMBER DEALERS AND MANUFACTURERS.

Table listing various lumber companies and their locations, including addresses in cities like Louisville, Chicago, and St. Louis.

MACHINERY AND MILL SUPPLIES.

Table listing machinery and mill supply companies and their locations, including addresses in cities like Chicago and Louisville.

MISCELLANEOUS. Table listing various services and companies such as railroads, insurance, and manufacturing firms.

East St. Louis Walnut Co.

BAND MILL AND YARDS, EAST ST. LOUIS, ILL.

MANUFACTURERS

WALNUT, OAK, CHERRY

Find the market at all times for Walnut, Oak and Cherry Logs.

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.

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.



Hardwood timber and factory sites

along the Cotton Belt Route — white oak, red oak, overcup, ash, hickory, gum, cypress, cottonwood, elm; in tracts of 160 to 20,000 acres. Some excellent locations with ample supply of material for wagon, hub and spoke, pole and shaft, handle, oar, slack barrel, box, crate and other factories; lath, shingle and general sawmills. Let us help you find a new location for your factory or mill.

F. H. BRITTON, V. P. & G. M. E. W. LEBEAUME, G. P. & T. A. ST. L. S. W. RY., ST. LOUIS, MO.

"Valve Oleine" 575 Degrees Fire Test

MASTER MECHANICS, Purchasing Agents, Engineers and Practical Builders of costly Steam Plants and Locomotives, etc., will be pleased to know that a Lubricant is now produced of such extraordinary high fire test as to make it proof against the great heat to which it is subjected, and is therefore a PERFECT lubricant where products of lower grade and fire tests pass off at once, leaving the parts subject to wear, or greatly increasing the consumption of oil. "VALVE-OLEINE" is a product in the highest state of filtration, is of the greatest viscosity, is entirely free from acids and absolutely non-corrosive and without doubt the finest and most thoroughly reliable CYLINDER LUBRICANT now on the market, and will naturally lubricate 200 to 300 percent more than products of lower test. It is not only the BEST but the most ECONOMICAL lubricant. Manufacture and sale controlled exclusively by

The Reliance Oil and Grease Co., Cleveland, O.

Cable Address "Oleine," Cleveland, Ohio, U. S. A.
Private Code, Lieber's, and A. B. C., 4th Edition.

Agents wanted everywhere. Write for full particulars and our new catalogue of large line of products. Samples free. Send 2cent stamp for "Gems of Art"—Free on application direct from machinery users.

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each month with reasonable prices extended, the result will surprise you. TRY IT.

AMERICAN LUMBER & MFG. CO.,

PITTSBURG, PA.

The Walnut Lumber Co.

INDIANAPOLIS, IND.

Manufacturers and Wholesale Dealers.

WE WANT TO BUY

Walnut,
Cherry,
Hickory,
Poplar,
Ash,
Elm,

Quartered White Oak,
Quartered Red Oak,
Plain White Oak,
Plain Red Oak,
Quartered Sycamore,
Hard Maple.

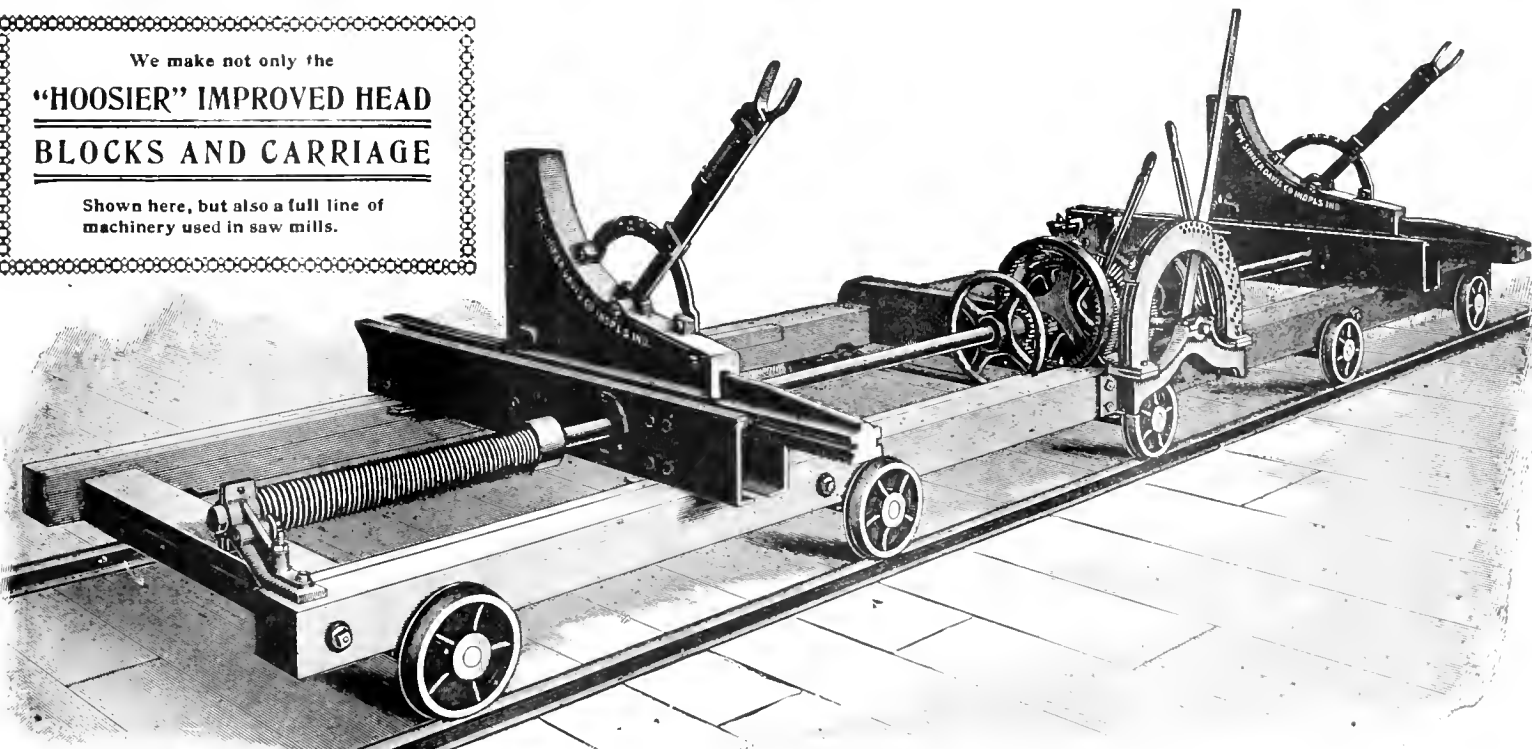
CORRESPONDENCE SOLICITED.

INSPECTION AT MILL POINTS.

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.



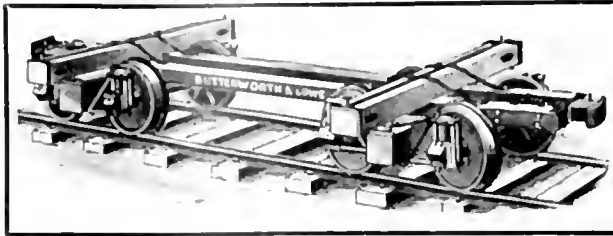
These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our new lumber tally and all the latest improvements. Write for details.

INDIANAPOLIS, IND.

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.

ANN ARBOR RAILROAD

AND CAR FERRY LINE.

Good Despatch and Low Rates.

Direct Route from MANISTIQUE, MENOMINEE, MICH., and KEWAU-
NEE AND MANITOWOC, WIS. To all Points in OHIO, PENNSYL-
VANIA, VIRGINIA AND ALL EASTERN POINTS. : : : :

The Favorite Route for Lumber Shipments.

First-Class Passenger Accommodations.

FOR INFORMATION
APPLY TO

T. E. RIELY,

Com'l Agent
Ann Arbor R. R.

MILWAUKEE, WIS.

THE RECOGNIZED AUTHORITY

ON LUMBER
CREDITS IS THE

RED BOOK

ALL WHO USE IT
TESTIFY TO THIS.

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.

Lumbermen's Credit Association

911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense
of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the high lands of Southern Indiana on the



The remedial properties of the various Springs at these famous resorts are world-renowned
for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature
does the rest. An excellent adjunct to these waters is the good air and the opportunity for
exercise in the open.

HOTEL RATES range from \$8 up to \$35 per week, including free use of all the waters.

Booklet telling all about the waters and giving list of
hotels and boarding places, with their rates sent free.

FRANK J. REED, G. P. A.,

MONON ROUTE, CHICAGO.



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the

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before purchasing its durability, ease of
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For catalogue and particulars, address:

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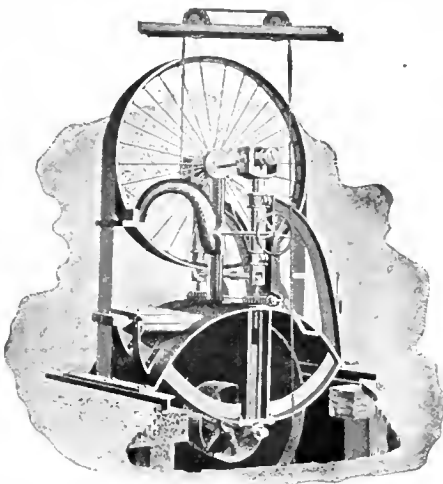
TIMBER- MEN

We are far-sighted, recognizing
the alarming rapidity with which
the timber supply of the North
is disappearing, have come
southward for their source of
supply and have invested largely
in southern timber lands.

Unimproved timber lands can
yet be secured at low prices
along the line of the Louisville
and Nashville Railroad in Ken-
tucky, Tennessee, Alabama, Mis-
sissippi and West Florida, and
the lands in the last three
named states are of greater
value after removal of the tim-
ber than before, for the reasons
that this section is rapidly filling
with thrifty settlers who find no
trouble, on account of the fer-
tility of the land, in realizing
anywhere from \$100 to \$500 per
acre from the raising of fruits
and vegetables thereon.

Timbermen should take ad-
vantage at once of the low
prices now prevailing for said
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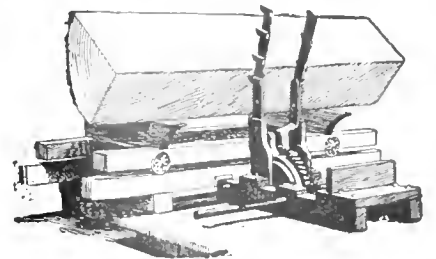
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are $3\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt, and should run about 500 revolutions per 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.

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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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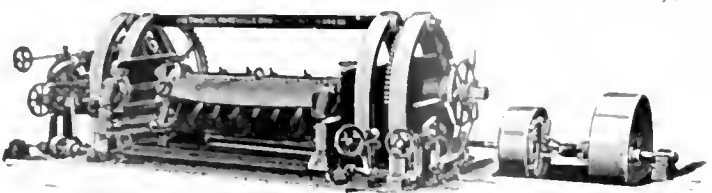


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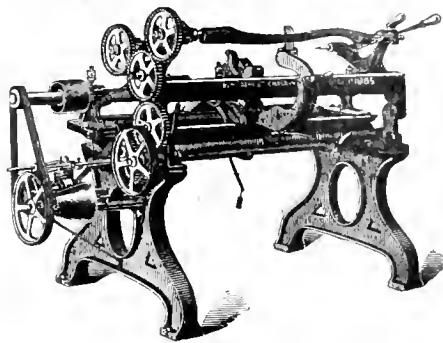
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Someone has the very stock you are wanting.
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 Lumber inspected at point of shipment.

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100 M feet 1, 1 1/4, 1 1/2 inch Log Run Rock Elm
250 M feet 2 inch Log Run Hard Maple
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22 M feet 1, 1 1/4, 1 1/2 and 2 inch Common and 1st and 2d Red Birch.
38 M feet 1 inch 1st and 2d and common 1 faced White Birch.
190 M feet 1, 1 1/4, 1 1/2 and 2 inch Log Run Red Oak.
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Manufactured into
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Two to Three Million Feet Cypress,

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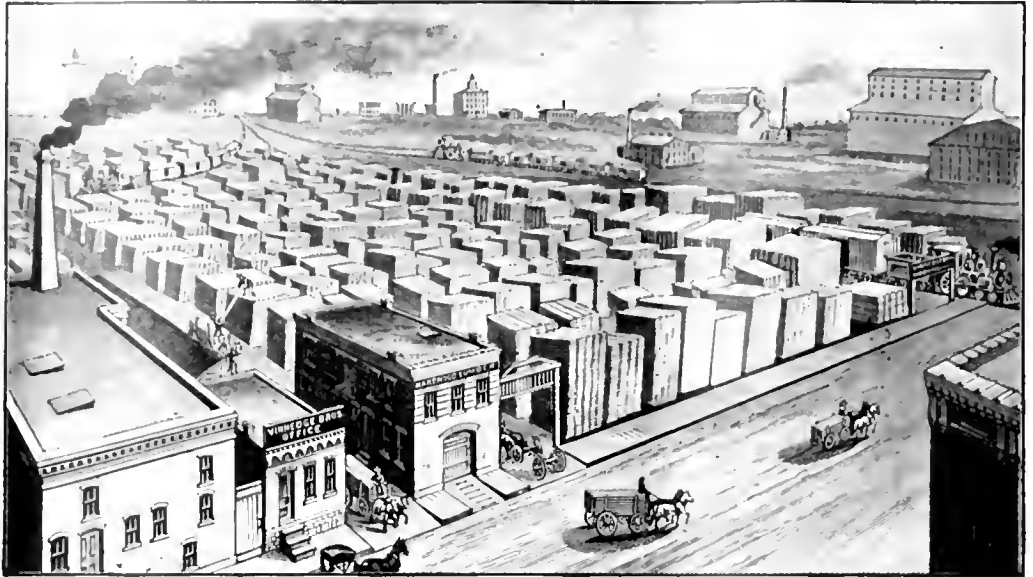
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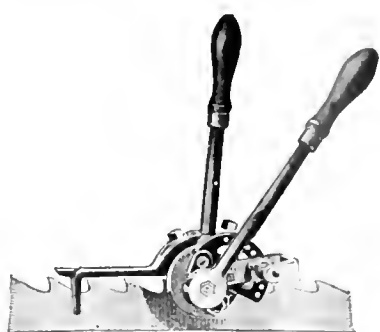
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THE HARDWOOD RECORD

VOL. XVI.

CHICAGO, AUGUST 25, 1903.

No. 9

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

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ADVERTISING INDEX ON PAGE 30

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.

We have a suggestion from one of our readers that in our articles upon the business conditions of the country we attach too much importance to the condition in Wall street. We do not believe the criticism justified and just as an indication of how great minds differ, we have another letter stating that in the writer's opinion conditions at present "are almost identical with those of 1893, when the panic was inaugurated by just such an insistent and uncheckable desire to sell securities of all kinds and turn them into cash."

In our consideration of business conditions we have endeavored not to give undue weight to the condition prevailing in Wall street, although recognizing that condition to be a most serious one and bound to have a bad effect on business for years to come. But there is a vast difference between conditions as they are to-day and those which prevailed in 1893.

For six or seven years previous to 1893 the farmers of the country, who are and will always be the cornerstone of any prosperity we may enjoy, had been going behind, or at least making no headway. During those lean years the farmer in the corn belt got from twenty to twenty-five cents a bushel for his corn and from three to four cents a pound for his hogs and cattle. We do not recall the prices obtaining for cotton in that period, but they were low, and the farmers of the North, South, East and West were mortgaged up to the hilt and hard up and despondent. And when the strain of the panic came there was no reserve of strength in the country to meet it.

Things are different at this time. For four or five years the farmers of the corn belt have been getting prices for their products nearly double those prevailing previous to 1893. And if they kept even at the prices of the earlier period, they have certainly accumulated rapidly during the later, for all the increase has been profit.

And we have abundant evidence that the farmer has prospered amazingly. The mortgages have been paid and the amount carried by the savings banks of the country has nearly trebled. And this access of prosperity has come also to the farmer of the East, the ranchman of the West and the planter of the South.

So there is a tremendous difference between conditions as they exist to-day and as they existed in 1893. The country has at this time a vast reserve of vitality to

resist disease and throw it off, which it did not have in 1893.

But while we do not believe that the unprecedented conditions in Wall street will have any immediately serious effect upon business, we do believe that condition is not a temporary or passing evil, but that it is due to a fundamental fault in our industrial and commercial organization—a fault which cannot be rectified short of the slow process of evolution. It is our belief that the present condition of Wall street, coming as it does, in this period of substantial and unexampled prosperity, is a surface indication of a deep-seated ailment which will sap the foundation of the country's prosperity for many years and the effects of which will be felt by the next generation. That such a condition developed at a time when the country had such a reserve of vitality is a piece of good luck for which we should all be thankful.

The industries of our country have been involved in too much wildcat speculation. There has been overcapitalization and overorganization, and a general getting-away from sound business principles. And there is but one result possible, and that is that the great structure of false credit that has been erected must be taken down and the industries of the country be re-erected on a sound and conservative foundation. There are no two ways about that— it's got to be done and it will take time and make trouble.

We expect a good fall trade, no boom, you understand, or anything approaching it, but a good, fair trade with a downward tendency to prices of most commodities.

AN UNHOLY ALLIANCE.

More than a year ago the Record pointed out that the tendency of the times was toward a settlement of the disputes between labor and capital and the making of an alliance, offensive and defensive, against the consumer. And to-day Chicago, and especially the building trade of Chicago, is suffering from such an alliance.

Nothing is more natural than that such an alliance should be made, and while it will surprise the public for a while to see the trusts and combines on the one hand and the labor unions on the other standing shoulder to shoulder in an attempt to hold up the public, a little reflection will show that it is the most natural thing in the world. And to our way

and well get the better conditions and adapt itself to the conditions. It represents a combination of men who want to stay in the business and demand higher wages under better conditions. It is a fight to work for wages. The labor unions, of course, fight that a man can't work so long as it is to be secured at the better conditions are to be secured at the employer's expense. Well, however, they find the fighting unprofitable, it naturally suggests itself to both sides that if they can combine to make the public not only pay for the better conditions for the laboring people, but also to pay an increased profit to the employers, they need fight no longer.

Such combinations between the unions and employers' association exist in Chicago to day, and many of them are in lines affecting the building trade; and their exactions and extortions are having a serious effect on business. Brickwork contractors, sheet metal workers, stone contractors and a number of other lines are organized to control the work and share the profits in Chicago, and they are acting in harmony with the labor unions, and between them they have nearly got the city by the throat.

For instance, it has been proven that the sheet metal makers of Chicago have a combination among themselves embracing the principal firms of the city. When a contract of any size is to be let they agree among themselves as to the price to be charged, who shall take the contract and how much of his profits shall be divided among the other members of the combine. That such an organization exists and that it has for two or three years controlled the situation absolutely is not denied.

Under such an arrangement it really doesn't matter greatly what wages are paid to employes. All the bosses have to do is to add the extra wages to their price and the public pays it. And in consideration of good treatment in such matters, the unions support the combine and, in fact, give it its greatest element of strength.

For instance, there was one firm which became dissatisfied with the pooling arrangement and withdrew from the pool, and began to fight it on independent lines. In fact, the firm seems to have been what we term in the lumber trade a "pirate," and withdrew, not from any lofty motive or even because of unfair treatment, but because it believed it could, by not having any rebates to pay, cut prices enough under the pool's prices to get most of the good jobs. But here the unions came in and kept up their end. A strike was called at the plant of the independent operator, and it has been in a state of siege ever since, until the firm is on the ragged edge of ruin.

We are in the case of the sheet metal workers because that is a well proven case. A case almost as well proven is that of the brick contractors' union which is

the brick contractors' union and the Hardware Record. It is alleged that in consideration of the extra price paid for brick, the brick contractors' union agrees to sell no brick to firms outside the pool; and, in consideration of certain wages paid, it is alleged that the labor unions shall do all they can to hamper the operations of any independent operator. With this kind of pooling, the brick contractors' union proceeds to hold up the public, adding the extra cost of the brick and the extra cost of labor to an extra profit for themselves, and then tacking the increase to the prices formerly asked. And the man wishing to erect a building, or the school board wishing to erect a schoolhouse, or the city wishing to build sewers, is called upon to pay. And under this arrangement it is alleged that a brick contractor of Chicago had to join the pool or get out of business; in fact, there are several well authenticated instances of independent operators having been ruined and driven out of business, not because the combine could underbid them, but because it was impossible for them to operate. The brickmakers' union would, they charge, refuse to sell them brick and the labor unions would call strikes; and when the independent operator endeavored to continue with non-union labor he had to face riots and all sorts of difficulty.

Such a condition causes surprise to a good many people. After all these years of bitter fighting between capital and labor, it does seem strange to see them fighting under the same banner. But, as we said at the beginning of this article, a little reflection convinces one that it is a natural outcome. For years the industries of the country and the laboring classes have been organizing along the same lines, with the view to controlling and consequently advancing the price on what they have to sell. But after fighting one another for years, endeavoring to wrest some advantage one from another, they have realized that they cannot get much in that way and that the thing for them to do is to join hands against the public by which each side will get what it wants and the public, the great unprotected public, will have to pay the bill.

The trusts believed for a while that they were strong enough to control the situation and fleece the public by themselves. The unions, however, have demonstrated their strength and usefulness and demand to be taken into partnership, and are being so taken. The public was edified last year by the spectacle of the great anthracite coal strike and the august tribunal and its learned findings in favor of the strikers. And who doubts that the public has paid and is paying the award?

And when the day comes that the people and the trusts close in a death grapple for mastery of this country the labor unions will be found fighting under the banner of the trusts.

IN STATU QUO.

Hardwood lumber conditions, as regards cost and price are in statu quo. We do not often use Latin and are not altogether certain that "in statu quo" is Latin, but we understand it means that there is no much doing that things are about as they have been and that neither side is winning. If that is what it means it expresses what we wish to convey, and we use it for as so many use Latin, merely to make a vain show of their learning, but because it conveys the idea more briefly and pointedly than it can be expressed in English, thereby enabling us to economize on time and space.

The buyers of hardwoods are insisting that prices should be lower and the sellers are insisting that that cannot possibly be, that if any change is made, prices should be higher. Such a divergence of views leaves room for argument and both sides are taking advantage of the fact that this is the dull season to argue it out.

The buyers point to the fact that money conditions are more or less panicky, that the building trade is being seriously checked by the great advance in cost of construction and by labor troubles, that hardwood prices have advanced to an unreasonable point and that anyhow they are really getting lumber at a reduction.

The sellers don't admit any of the points raised, but state that even if they were all correct it wouldn't make any difference. That there is so little dry hardwood in the country and it is so firmly held that it is impossible that prices shall go any lower. And the prospect for the future supply is such that no expectation of over-production is justified. As for the statement of buyers that they are obtaining concessions in price, well, they will have to be shown.

And we believe that the sellers have the better of the argument and that the coming in of the fall trade will sweep away any hesitancy on the part of the buying trade. And if any shippers are selling below the market at this time they will wish later that they had not. One thing is certain, you can't talk lower prices to a man who has recently made a tour of the producing sections. He knows the lumber isn't there, nor anywhere. He knows, too, that the prices of stumpage and logs have advanced to a point where the producer and dealer is fully justified in asking present prices. In fact, he can't possibly sell for less and make a living profit. The man who has recently made a tour of the producing sections is invariably a bull on the market.

There is at this season always a special attempt made by the buyers to bear the market, but this year they have not met with any great success, and when the full tide of fall trade sets in we see no reason why prices on most kinds of hardwoods should not advance, rather than recede. There was never a time at this season of

the year when hardwood stocks, taken around, both in city and country yards, were in shorter supply.

SCARCITY OF GOOD BUYERS.

There is any number of men competent to go through the country and take up hardwood lumber, and quite a good many good salesmen, but it is only once in a while that you come across a good buyer; and when you come to consider the qualifications necessary to a good buyer it is not surprising that it should be so.

Two hardwood lumbermen, whom we shall call Smith and Brown, because these are not their names, met at the railway station in a city in the South, and being well acquainted with one another fell into conversation.

Smith volunteered the information that he was going to a certain town in Tennessee, where a man named Jones carried on a large saw milling business, to see if he could not make some purchases of stock.

This was something of a shock to Brown, as he was headed for the same place with the same object in view; and when Smith heard it he was inclined to resent it in the unreasonable way that some people have.

Brown is a very good-natured chap, however, and it was finally agreed that they should go together, but that Smith should have first chance at anything Jones had to offer. They were to look the stock over and get Jones to price the various items. Then if Smith wanted it he was to have it; if he didn't want it Brown was to have a show.

They found Jones' stock badly broken, but he still had quite a number of cars in shipping condition—not much of any one kind but quite an assortment of odds and ends—a car of this, a half car of that and a couple of cars of the other—just the kind of an assortment, in fact, that a buyer who thoroughly understands his business likes to strike.

Well, the stock was examined and priced, and Smith, after a hard fight for lower prices, announced that he couldn't see anything in it and refused to buy anything. Whereupon Brown, who had kept in the background, came to the front and bought seven carloads of various stocks at the same prices at which the stocks had been offered to Smith. And we have it on excellent authority that Brown made a clean profit of over \$300 on the seven cars in which Smith could see no profit.

The difference in the two men lay in the fact that Smith, while a good judge of lumber grades and fairly well posted on the market, was not nearly so well acquainted with the selling end of the business. When Brown looked at a pile of lumber he knew at once of some customer whose requirements it would meet. He knew where each kind and grade could be placed to the best advantage and what it would bring. With him it was not so

much a question of whether the stock would grade firsts and seconds, or No. 1 commons or so on, but what Blank & Co. would pay for about that kind of a run of stock. In short, Brown thoroughly understood the business from one end to the other and Smith only understood one-half of it. Consequently Smith was at a disadvantage and Brown could do business where he couldn't.

The uses to which the various kinds and grades of hardwood lumber are put are so various and one consumer will pay so much more than another for exactly the same stock that the successful buyer must be one who thoroughly understands the selling end of the business. And a man of Brown's equipment will grow rich in the hardwood lumber business where a man of Smith's equipment will starve to death.

ONLY A QUESTION OF COLLATERAL.

There has been quite an agitation carried on by certain of our financial interests during the past year or so for a more "elastic" currency. A systematic campaign has been carried on throughout the country to work up a sentiment in favor of a new banking law, the main feature of which was to be that national banks should be permitted to issue "asset currency" or currency secured by the assets of the said banks. Recently scouts have been rounding up the country and feeling the pulse of the dear public to determine how it felt about it. And within the past fortnight a conference was held at Oyster Bay, the summer home of our strenuous President, to compare notes and determine how the scheme was progressing.

And the daily press reports state that at that conference "a blighting frost struck the elastic currency scheme;" that emphatic opposition had developed in unexpected quarters. It seems that the conservative business interests have been heard from and that the prospects are that the eminent "financiers" who are pushing the scheme for an "elastic currency" will not soon get favorable action from Congress.

The cry for an "elastic currency" is an old cry, coming from an unexpected quarter. When, ten years ago, the hard-pressed and heavily mortgaged farmer got the idea into his head that there wasn't enough money in the country, and was inveigled by the owners of the silver mines to indorse "the free and unlimited coinage of silver at the ratio of 16 to 1," there was no section of our population so full of virtuous indignation against him as that very element of our citizenship that is now clamoring for an "elastic currency." And yet the two demands have their origin in a desire to alleviate the same complaint. You see, ten years ago it was the farmer's who were hard up; now it is Wall street, and it makes all the difference in the world whose bull is being gored.

The demand for the coinage of silver came from a class of people that was desperate, hard up and could borrow no more money on the collateral it had to offer. The cry for an elastic currency comes from another class, similarly situated. And as the silver mine owners were to be the direct beneficiaries of the farmer's plan for getting cheaper money, so the national banks are to be the direct beneficiaries of the "financier's" plan for securing the same end. Therefore, while the owners of the silver mines were strong supporters of the free silver movement, it was expected that the national banks would be unanimous in support of the elastic or asset currency plan.

But they are not. Not by a whole lot. The banks in the large cities, where the speculators make a profitable market for all the money that can safely be loaned them, favor the scheme for an elastic currency, but the country banks, which at present have more funds on hand than they can find a market for, oppose it. They naturally fail to see the need of any more money.

To our thinking and to the thinking of most conservative business men who have given the subject thought, there is more danger to the legitimate business interests of the country in the scheme for an "asset currency" than there ever was in the scheme for the free coinage of silver. Such a scheme enacted into a law would lead to an immediate and monstrous inflation of our currency, which, while it might give us a brief period of fictitious prosperity, would most certainly end in widespread disaster.

There is money enough in the country for all legitimate purposes and it can be borrowed by the right kind of people at a moderate rate of interest. The banks want security, of course, and just at this particular time Wall street is a trifle shy on security. There has, in the past six months, been several hundreds of millions of dollars' depreciation in the collateral Wall street is accustomed to offer for security for loans, which means that Wall street's working capital is reduced by just that many hundreds of millions.

There are two classes of borrowers who ask accommodations at the banks. One is the good "moral risk," the merchant, manufacturer or farmer of good business standing and reputation, who wishes to borrow money to invest in merchandise, material, live stock or engage in some other legitimate business transaction. The other is the bad "moral risk" who wishes the money that he may engage in speculation. At this time there is no complaint from the first class of security of money. Members of that class can get all the money it is good for them to have, with or without collateral, and they can get it at a very reasonable rate of interest. With the second class everything depends on the collateral, and conditions are such at the pres-

And you can't get any more out of it. Well, that's true, but you can't get any more out of it. There's more to it than that. It's not just the fact that you can't get any more out of it. It's the fact that you can't get any more out of it. It's the fact that you can't get any more out of it.

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CYPRESS FINISH.

It has been remarked that cypress "is not a substitute for white pine." No, and, relative to cypress, for about the same reason that wool or silk is not a substitute for cotton. For after making all due allowance for the high qualities for which white pine is noted, including prices, it remains that as a finishing material its claims are largely comprised in the ease with which it is worked. It is not at all adapted to purposes of natural finish, and it painted the principal thing to commend it for that purpose over other much cheaper woods is in the working of it. And even in this respect cypress suffers little, if anything, by comparison. White pine retains the favor of a certain class of the community for much the same reason that young men pursue the political bias of their sires. There is about as much serious thought and no more analytical consideration bestowed upon the merits of the matter in the one case than in the other.

While white pine interior finish is best painted, it is a positive sin to hide the natural beauties of cypress. Cypress requires no disguise and is improved by none—it neither paints nor stains, and for the same reason that the lily needs no adornment, "Beauty unadorned is adorned the most." It is easy to run a jack-plane over a white pine board, but nature has done for cypress what no other wood can boast—invested it with every honest virtue essential to easy working, general utility, durability and ornament. There is no finishing wood of equally moderate cost that can approach cypress as an embodiment of so many and equal native virtues. The whole world will have an opportunity of verifying these facts for itself at the World's Fair in St. Louis next year.—New Orleans Lumber Trade Journal.

The corporation heretofore known as the Shurtleff Company of Marengo, Ill., has been reorganized and will hereafter be known as Seward & Redpath Company. Mr. E. L. Seward, who has acted as secretary and manager of the Shurtleff Company for the past eight years, has been elected president of the new company. Mr. Geo. W. Redpath is vice-president and treasurer, Mr. D. B. Royle, secretary.

The cypress plant of the Hardinsburg Milling Spoke & Lumber Company at Hardinsburg, Ind., was destroyed by fire on the 21st inst.

And you can't get any more out of it. Well, that's true, but you can't get any more out of it. There's more to it than that. It's not just the fact that you can't get any more out of it. It's the fact that you can't get any more out of it. It's the fact that you can't get any more out of it.

We save a lot of time, but what becomes of it? It seems a safe proposition to assert that a man can accomplish as much under present conditions as four could accomplish under conditions existing half a century ago, and yet, should the man, with all the multiplication of his powers, take life in the leisurely manner his forefathers took it, he would starve to death.

It seems a tough proposition at the first glance, but it really is not so strange when you come to consider it. We consume the time we save by the advance in our methods over the methods of our forefathers, in supplying wants our forefathers did not have.

The man who gets his living with the least expenditure of effort is the savage, who has no labor-saving machinery of any kind. The farther man advances into civilization the greater his productive capacity, but his requirements increase in an equal ratio. In fact, his desires outrun his achievements, and the more civilized he becomes and the greater his productive capacity, the harder he has to work. A modern man with modern equipment can, in a few days, produce that which would have met the requirements of a family in a primitive state for a year; but all the work that the modern man, with all his modern equipment, can crowd into an entire year will scarcely suffice to meet the requirements of his modern family.

That is where our time goes. You can look back to the time when you were making \$1,000 a year and you and your wife and babies lived on that amount in comfort and saved money. Now that you have reached a point where you are making \$1,000 a month, maybe, you find that your requirements have increased in an exact ratio with your earning capacity. If you could live as your family could still live on \$1,000 a year you could earn enough in one month to keep them and would have eleven months of leisure. But you don't live on \$1,000 a year and you haven't the leisure to even hardly spare a week or two for your summer vacation. That is where our time goes.

And you can't get any more out of it. Well, that's true, but you can't get any more out of it. There's more to it than that. It's not just the fact that you can't get any more out of it. It's the fact that you can't get any more out of it. It's the fact that you can't get any more out of it.

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WHAT BECOMES OF IT?

The same thing of labor-saving devices and inventions, and when we look back to the time when the farmer cut his grain with a scythe and his grass with a scythe, when the housewife had not only to do her sewing by hand, but had to card her own wool, spin her own yarn and weave her own cloth, when the only means of conveying freight or passengers was by wagon, train or rowboat, we wonder that the people were able to get along at all.

In the old days, if it were necessary to send a message in a hurry, the best thing that could be made was by a relay of couriers on horseback. Nowadays we can send the message clear around the world over the mountains and under the seas, a less time than the old courier would require in going a mile.

Nowadays the farmer drives through his field with a machine which not only cuts the grain at the rate of 20 acres a day, but binds and bunches the sheaves, so that one man will harvest more wheat in a day than ten men could under the old conditions, and do it better.

The housewife goes to the store and buys the garments for the family, all finished and ready to wear. If one wishes to hold converse with a friend he does not need, as in the olden days, to make a tedious journey in the family carriage or by stage coach. He simply calls him up on the telephone.

In every direction we save time, heap and lots of time. The question is, what do we do with it? For there was never a generation so busy, so rushed and so cramped for time.

Had anyone told a farmer of fifty years ago that the time was coming when he would have all these various labor-saving devices, that one man would be able to harvest 20 acres of wheat a day, and, besides, natural supposition would have been that the life of the farmer, under such circumstances, would be a more

The Man About Town.

BY C. D. STRODE.

WHAT MONEY WILL BUY.

Rich people are becoming so common in this country that they are almost a nuisance. If they had the tact to hide the fact that they are rich it would not be so bad, but instead of attempting to hide it a lot of them don't know any better than to make a parade of it. And they have such big, shiny, red and yellow automobiles, each seeming to strive to have the biggest and shiniest and reddest or yellowest, and they wear such big diamonds and such heavy silks and live in such big, new stone houses with such glittering plate glass windows, the blinds raised so that the passerby may see the magnificent gorgeousness of the interior, and they shove in and parade around so at the summer resorts and the theaters, that they are a regular bore. And they are becoming so common that there is scarcely anywhere a fellow can go and escape them. It's an actual fact.

And there is such a misconception among them as to what their position really is and as to what their money can buy for them, that if most of them were not such nuisances one would almost feel sorry for them.

I mean the excessively rich people, you understand. Those who have more money than they know what to do with, whose richness sticks out on them like the fat on a prize ox, and who wheeze and puff with the weight of it.

I do not believe this class of people should be discriminated against merely because they are rich. I believe they should be given a fair show, but there is undoubtedly a tendency on the part of a good many people to turn them down cold.

I do not think this is fair. I know that the chances are that an unusually rich person is a snob, especially if he has no better taste than to make a parade of his wealth, but still he should be given an opportunity to demonstrate that there is something in him. Everyone is entitled to a fair show.

The trouble which these people have arises from a misconception of what their money will buy them. There are certain things in the line of automobiles and diamonds and big stone houses that their money will buy, but it will not buy them the friendship, esteem or companionship of those whose friendship, esteem and companionship are worth having. They must show qualities of mind and heart which will attract such people, and what I contend is that they should be given an opportunity to demonstrate that because they are excessively rich they are not necessarily selfish, horish and unattractive. I know that the presumption is against them, but they should be given the benefit of the doubt.

As before said, the trouble which people with an unusual amount of money have in these matters arises from a misconception as to what money will buy. They have the delusion that it will procure them entrance into the homes of people to whom they are uncongenial; that people of wit and culture and refinement will take them into companionship merely because they have large wads of money. It is a very great mistake.

I have had no great experience in society, but I have observed enough to know that the people who compose the inner circle of "good society," the circle into which the vast host of newly rich people are constantly striving to enter, are bright, cultured and intelligent folk, who have sufficient means to devote a certain amount of leisure to enjoying themselves in a quiet and unostentatious way, and who cannot see why they should be bored by uncongenial people for no other reason than that those people have large bundles of money.

In business you must take people as they come. Business is business, but when you leave your office and have a few hours to spend in relaxation you want to pick your company, and whether the people with big diamonds and red and yellow automobiles and big stone houses, with glittering plate glass windows, like it or not, that is what you are going to do.

Understand, I would not have these painfully wealthy people discriminated against merely because they are wealthy. It is true that much money-getting has a tendency to harden men and toughen them and contract them into a condition of unattractiveness. Still there are men who come out of the process pretty decent fellows.

Or they may have inherited their money, and while victims of inherited money usually lack that manliness of character so essential to good companionship, I have known some fairly companionable men of this class. What I contend is that these men should be judged strictly on their merits and not ostracised simply because they had the misfortune to inherit a lot of money.

* * *

You can see that I am in a bad humor. I had to spend a few days in one of the so-called fashionable summer resorts, near Chicago, and the exhibition I witnessed there was something to make you feel sorry for the people.

Were they having any fun? Not a bit of it. They were on dress parade all day and half the night. And they were jealous and envious of one another, and consequently miserable, as one could plainly see. And there were such droves of them, and they were so rich—so awfully

rich, so apparently, so aggressively, so flamboyantly rich that it would nearly make you sick. They had captured the place and those intelligent and refined people who wanted to have some fun and ease among people of their own kind had been crowded out. They had been forced to hunt a new place, and as soon as they have found it and got settled in it and these rich cattle find out where it is they will chase them up, and in trying to butt in drive them to move again.

You see these rich folk have an idea that getting into the Inner Circle is altogether a matter of money, when in fact money hasn't anything to do with it. The Inner Circle of society is composed of a certain class of people who have banded together to have a good time and enjoy themselves, and when these people come in contact with an outsider, who is congenial and can add his share to the common fund of entertainment, they gladly take him in. But they draw the line on taking people in merely because they have a lot of money. In fact, an excessively, abnormally large bunch of money is so apt to cause fatty degeneration of character that the Inner Circle is apt to have a strong prejudice against anyone in possession thereof.

Money won't buy social position in this country.

A good many people don't understand that. A good many believe that if they had the means—if they had the money, all they would need to do would be to set up the automobiles, the big diamonds and the stone house with the plate glass windows, to be right in the head push. They never made a greater mistake. They got among a class of people like themselves and they through the high-priced summer resorts, and sit about in their heavyinery, while the Inner Circle, the goal of all their striving, is up in the mountains somewhere in negligee shirts and gingham dresses, having a dickens of a good time.

The outside people, those who are too busy to devote any time to society, or don't care for it, get the impression that because these monstrously rich people get their pictures and the pictures of their horses and houses and yachts in the Sunday papers, that they are really social leaders. But nobody knows what a farce it all is better than these same enormously rich people.

You can get no surer proof that a family belongs to the Buttinski tribe and not to the Inner Circle than by seeing a page in a yellow Sunday newspaper devoted to photographs of different members of the family and a "cozy corner in the library," etc. The people who are really in the Inner Circle are modest, sensible folk, like you and I, who may be rich or may not.

of the country, of making a fortune, of getting along with wife and children, of business, and prize fights, and that for a minute people are persistent. They are persistent to a degree for folk who never get any more, and who don't want any more. When they get it, they get it in this country, which is a country where the first resort they go to is to get a some penniless count or lord to marry one of their daughters, believing that by using the right of precedence which a title gives in Europe, they can buy it there.

And all this time, mind you, they are striving to force themselves upon people who don't want them. And do you believe that in an employment conducive to happiness?

Occasionally, of course, one does really get in, but it is because of personal qualities and not because of his money.

* * *

Another thing which money will not buy is political preferment.

A good deal of fun is made of the desire so universal among Americans of holding some public office, but to my way of thinking the ambition is a laudable one. The election to an office by the vote of the citizens of your community is an indication that those who know you best hold you in esteem. And a man likes to have it known that he stands well in his community. And the holding of public office is almost completely forbidden to men of great wealth.

There is a good deal of talk about corruption of the ballot and the buying of office in this country, but it isn't true. The percentage of those who buy their way into office is so small that it is scarcely worth mentioning, and is only possible in those instances where the election is taken from the hands of the people, as in the case of the election of United States senators. And even in that case it must be a mighty small and mighty rotten borough that can be bought. There are fifty millionaires in Chicago who would like to represent Illinois in the United States senate, who would spend money like water to that end, but both our senators are poor men, and all the senators the state has ever had have been poor men. And it is so in nearly every other state.

And none of our presidents has ever been a rich man and never will be until there is a vast change in the character of our people. No rich man can ever win the place in the hearts of the people that McKinley, the bankrupt, or that Lincoln, the poor lawyer, held. Not only will money not buy these places of public trust and honor so dear to the American heart, but the possession of much money actually bars a man from any hope of securing them.

The American people absolutely refuse to elect a very rich man to any place within their gift. When one of them

does so, it is through some accident, that defeats the people's intention that as a rule. There are no rich men to it of course, but they are not rich in fact, as among the people, so that the record upon any subject there is no reason for it, and a good reason.

There is in this country a vast distinction among the very rich man. It is difficult to convince the public that a man who has accumulated possession of several millions of dollars, hundreds of millions of dollars, came by it honestly. Or ever conceding that he came by it all legally, the people feel reasonably sure that he has in his nature an element of hogzishness, and unscrupulousness which is far from attractive.

By this day, when you can scarcely throw a stone in a crowd in a big city without hitting a millionaire, it confers a sort of distinction upon a man of parts to be comparatively poor. The fact that he, being a man of parts, might have accumulated great wealth had he set his heart to the work and yet did not, argues to the public mind that he is not only a pretty decent kind of a man, but also that he is a man having a just appreciation of the true value of things.

* * *

For as sure as you live, there is mighty little that great wealth will buy that is any better than you and I enjoy, dear reader.

The millionaire rolls down town in his automobile, while you and I come down in a street car, but all question of expense aside, his automobile is a whole lot more bother and annoyance to him than our street car is to us. We get down town just as quickly and just as comfortably as he, and when we arrive at our destination all we have to do is to jump off and the street car company has men hired to take care of the rig until we want it again. And when we want it again there is it.

He gets more pleasure out of his big stone house than we get out of our modest abode; maybe, but not much. We get just as much enjoyment viewing his fine place from the outside as he does. And when we get into our home and get our family around, or a choice lot of friends, or get lost in a good book, it doesn't really make much difference whether the carpet is velvet or ingrain, or whether the chair cost a hundred dollars or only two and a half. The enjoyment doesn't depend on the carpet or the chair, anyhow. It depends on the family, the friends or the book, and we'll match ours against his and bet him two to one, in a small way, you understand, that our family, our friends and our books are of superior quality. Isn't that right?

And although his money will buy him better food than we are accustomed to, it won't be as good for him. We don't care for rich food, anyhow. And I defy it to give him a better appetite. Don't you?

And the appetite furnishes 99 per cent of the enjoyment of a meal.

And if we want to run for an office or get into society, we are not handicapped by having everybody down on us.

The greatest thing that the things that great wealth will buy for a man, that are denied to the man of very moderate means, are entirely nonessential things, in fact that he'd be better off without.

And there are so many things that bring us the greatest pleasure that are denied to the man of too much money.

We know that our friends are our friends because they like us, and are not constantly suspicious that they are merely trying to work us.

And we don't go chasing around the country trying to force ourselves on people who don't want us.

* * *

I took up this matter because so many people have a misconception as to what money, a great deal of money—can procure for them. And this misconception causes an awful lot of misery and disappointment in the world.

Why, if you have a few good friends—just a few, that you like and who like you, they are worth more to you than a hundred million dollars. And should you sacrifice the friends to get the millions you'd always regret it. For you'd find your millions absolutely powerless to buy you anything worth while.

How'd you like to belong to that Butlin-ski crowd we've been talking about, and have all the real nice and desirable people shun you as though you had the itch? Think you'd enjoy that?

Well, I'm here to tell you that you wouldn't.

And whatever you do, don't make the mistake of envying the poor devils. They are the most miserable lot in the world.

If you've got a clear conscience, a good digestion, and some good friends, don't you envy anybody.

OUR CHIEF VACATIONIST.

We have about reached the end of the vacation season, and most of us have had a rest of a week or two, or maybe only a few days. And in this matter of taking a vacation we have the indorsement of your great and strenuous president, Mr. Roosevelt.

For he is indeed our chief vacationist. Last winter he was taking a vacation hunting bear in the swamps of Mississippi; last spring he was taking a vacation in Yellowstone Park for a month or two; and now he is having a fine outing at Oyster Bay, where he has been all summer. He is indeed a strenuous vacationist.

His vacation in Mississippi was not a success, because of a lack of picturesqueness in the surroundings. When a man has struggled through the swamps and canelbrakes for a day he looks disreputable even in a Rough Rider uniform. He does

not appear heroic, nor does he take a successful photograph.

But the vacation in the national park was very fine. Oh! it was magnificent! There, in a Rough Rider uniform, with a bowie knife stuck in his belt, a revolver on his hip and his trusty rifle in his strong right hand, the president of our great republic could cavort around and have a great time. And he could call out all the soldiers he wanted to cavort around with him, and not cost a cent. You and I can look back, dear reader, to the time when as boys we would dream of having such fine times.

And then the night he slept out in the snow all night with nothing over him but the "blue canopy of the heavens" and things like that! How fine that was! Indeed, he said afterwards it was the happiest night of his life.

And how he squelched the small boy, who, seeing him cavorting through a mountain village on his trusty mustang, with his spurs jangling and his bowie knife gleaming in the sun, called out: "Hello, Teddy!" How he wheeled his pony and dashed recklessly up to the boy and skinned his teeth at him and just gave him fits for talking that way to the president of the United States! Oh, but it was fine. And the soldiers just broke out into a cheer. They just couldn't help it.

The vacation at Oyster Bay is not so fine as the vacation in Yellowstone Park was, but it is tolerably fine. He cannot wear his Rough Rider uniform there—that is, not all of it at once—but he can have a good deal of fun. The newspapers—those faithful servants of the public—tell us with praiseworthy minuteness how our chief executive puts in his day, for they know we are anxious to learn that the cares of public office are not wearing him out.

And, my! but he leads a strenuous life! He gets up early in the morning, so the papers say, and takes a long walk, as much some days as five or ten miles, before breakfast. Then, as soon as he has had breakfast, he takes a horseback ride—a long ride—and he makes his pony run and jump fences and things. And all the papers publish snappish pictures of him seated firmly on his pony, and urging it on in its wild career.

Then, after the ride, which the papers say he takes rain or shine, and indeed seems to prefer the rain, and we have seen pictures of him riding rapidly along, his head proudly erect, in a regular downpour, after the ride, they say, he has a set-to with somebody or other with the boxing-gloves and the foils and the lifting machine, etc. Then, after a hasty lunch, he goes out to row and hunt and fish, stopping occasionally to cut down a few trees, until the very first thing you know night has come and he isn't nearly through. As he aptly remarked to one of his reporters,

"The days are hardly long enough for him."

He is our prize vacationist.

And he is so strenuous! La! you have no idea how strenuous he is—at everything except work.

WHAT CAUSED IT?

The daily papers gave an account of a man who got started to laughing and couldn't stop. His family was out of town and he got started to laughing Sunday night and laughed all night and was still at it Monday morning. The neighbors had heard him, of course, he living in a closely settled community, and they became alarmed and telephoned to the police station. A couple of officers were detailed to investigate and when they entered the room where the man was they found him sitting in an armchair, laughing till the tears rolled down his cheeks.

You know how it is when you see a person laughing heartily. You can't keep from laughing yourself, and the two officers, being jolly fellows, with a keen

sense of humor, got to laughing too. And the more they laughed the harder they laughed, and the three of them made such an uproar that the neighbors crowded in, and when they saw the man in the chair and the officers sitting on the bed, all laughing so heartily, the neighbors began laughing too, and they raised such an uproar that somebody sent in a call for a patrol wagon. And finally they got the laughing man into the wagon and drove him to the station.

When he was brought into court he was in such a paroxysm of mirth that he got the court to laughing, and the judge and the bailiffs and the clerks and the lawyers all laughed and laughed until you never saw the like.

After a while the judge managed to call an officer and tell him to lock the man up in an inner cell, where nobody could hear him. Then he sent a detective to see what had got the man started.

And then it came out that the man had been reading a copy of "Cornfield Philosophy."

From Near and Far.

PROSPERITY ABOUND AT LAKE ERIE PORTS.

There is nothing sensational in the way they do business at Buffalo, Cleveland, Toledo and Detroit, but there is plenty of business being done at these points and there is a very sanguine feeling in the trade. All of them pronounce the tone of trade healthy and the signs hopeful.

At Detroit the McClure, Zimmer Company carry a very fair supply and a complete variety. They believe there is nothing in the air to warrant a slump or a downward tendency of any sort, either in demand or values, and are backing their belief to the extent of seeking stocks for early delivery through the medium of the Record.

The Dennis Lumber Company, newly incorporated, announcement of which was made in a previous issue of the Record, are now an active factor in the trade. Mr. A. S. Dennis, the dominating interest, states that the company is looking for a suitable yard location and will aim to carry an assortment of stock for the retail trade in connection with their wholesale business.

Stillwell & Co. are now domiciled in the Stevens building, a new office structure at corner of Grand River and Washington streets. Mr. Stillwell thinks trade on a sound and stable basis, but considers excited talk either one way or the other detrimental to that stability.

* * *

Buffalo has always been on the map in hardwood lumber circles. Almost at the beginning Buffalo became known to the

consumer and producer of hardwood lumber by reason of it being the headquarters of two of what are now the oldest hardwood institutions in the country—Taylor & Crate and Scatcherd & Son. They are both doing business at the old stand and are numbered with the other progressive hardwood firms of a progressive city. The elder Scatcherd is gone and also both the Messrs. Taylor and Crate comprising the original firm. Of the latter firm, Mr. Horace C. Mills, who has been connected with the firm for about a quarter of a century, is one of the presiding chiefs. Messrs. Horace and James Taylor are also active members of the firm.

Of the newer firms, comparatively speaking, although many of them have been long enough established to be numbered as leading firms in the hardwood business of the country, should be mentioned the Buffalo Hardwood Lumber Company, The Hugh McLean Lumber Company, The Empire Lumber Company, Orson E. Yeager, I. N. Stewart & Co., A. Miller, Standard Lumber Company, Geo. H. Shepard and T. Sullivan & Co.

Mr. Shepard is probably the newest member of the trade, having only recently started in the business on his own account, coming out of that great school of Scatcherd & Son, in which many others in the Buffalo trade received their education. August 1 Mr. Shepard removed his yard and office from his old location in North Division street to larger quarters in Clinton street, where the New York Central railway crosses. Mr. Shepard is in the

of the record. The local department whose headquarters are located in the flats near the South Street bridge. A room meal is served every day and affords the business men an opportunity to "get together" according to all reports, is not only fun but profitable.

CHICAGO COMMENT.

Mr. J. D. Bolton of Crawfordsville, Indiana, came to see us last week. We don't know where he came clear in from Crawfordsville especially to see us. He came here on business, and, of course, he came up to see his friends at the Record office. Sam is all right and brings us about the best cigars we get from any body.

George E. Johnson, of the Quinnessee Log & Lumber Company of Milwaukee, was a regular visitor. His cigars are very good but they are most too strong for us. We had a heart-to-heart talk with George about getting married and he said he was giving the matter serious consideration. He showed us, in strict confidence, a set of shell combs, such as ladies use in doing up their hair. They were mighty fine and George said he intended to make a certain young lady a present of them, and if she seemed to like them he was going to pop the question to her. He said he paid \$17 for the three combs, and that the sales girl at Marshall Field's said they were genuine shell and that any lady to whom he gave them would think well of him. George said he thought the girl at Field's was working a "shell game" on him and wanted to know if we thought the price was about right. We told him it had been so long since we had bought anything of the kind we could not say, but referred him to Billy Smith of Cairo, as being probably able to tell him the market price of such things.

Charley Powell, of Fullerton-Powell Lumber Company of South Bend, was another welcome caller. Charley's cigars are mighty good almost as good as Burkholder's, and what they lack in quality, if anything, is more than made up in quantity. Come again, Charley.

Mr. J. D. Bolton, of the American Lumber & Manufacturing Company, Pittsburg, Pa., was in to see us, too. J. D. is all right. Come again, J. D.

The local department of the Record is a tribe well this issue, but Kitball is out of town and we are doing the best we can.

Mr. A. O. Hamilton of Huntsville, Ala., was in Chicago last week. Mr. Hamilton was formerly proprietor of the Indiana Lumber Company at Huntsville, but they are cut out there, and he is looking for a new location. Mr. Hamilton had no cigars with him or at least didn't say anything

about them. Two cigars were handed out and were accepted by J. B. Stanton and by M. M. Wolf. After a brief exchange along the party line and a few words of the second time around the clock, the ladies had become acquainted with the men and were ready for action. They were assembled by Mr. C. H. Stanton and J. B. Stanton who explained to them the general scheme of the program which they were expected to participate as largely as possible. It was arranged to make any further plans after the stay of visiting to Chicago in two years at, and with the understanding that there was no limit to the exchange of goods. They proceeded to organize by electing C. H. Stanton chairman of the local department and general committee and went to work immediately. Mrs. Stanton has called a meeting of the ladies at her house for August 27, when special committees will be selected and further plans made.

A substantial supper was served on the program and wound up a very enjoyable affair.

The Swan Creek Lumber Company is the name of a new hardwood concern at Toledo. They will occupy the old Walbridge Lumber Company plant, and are now at work remodeling same. They will manufacture a general line of hardwoods. Mr. B. E. Bailey, a prominent Michigan hardwood manufacturer, will have the management of the business. Interested in the ownership is also Mr. F. S. Phillips of Adrian, Mich., and Wm. T. Hubbard, Toledo, Ohio.

Mr. Hubbard is now and has been conducting a successful wholesale hardwood lumber business in Toledo, and his connection with the Swan Creek Lumber Company will in no wise interfere with the continuation of that business.

The Phoenix Box Factory, whose principal business is indicated in its name, but who also do more or less of a hardwood lumber business, report conditions most excellent.

There are a half dozen good hardwood firms in Cleveland, and half of them carry stocks in the city. The Martin Bariss Company not only do a yard business but also operate a saw and planing mill, making considerable mahogany lumber, as well as a variety of the domestic woods. They have found it necessary to increase their capacity and are building an engine room and installing additional power.

Nicola, Stone & Meyers, whose hardwood operations are conducted largely from their branch in Cincinnati, are pleased with the outlook.

The Advance Lumber Company carry large stocks in Cleveland, as well as at points throughout the country. Mr. Patch, assistant to Mr. Christy, has just returned on a trip South and says the matter of supply alone indicates stability of prices. The Cleveland Board of Lumber Dealers

will send a delegation of the Record office to Chicago at the time of the annual Hoo-Hoo Convention, to be held at the Hotel Hamilton Company, Hotel Hamilton Company, Hugh McLain Lumber Company, and Olson E. Yeager. They have been identified with a progressive attitude in the trade. In any respect the visits ever made which had resulted in the betterment of the hardwood business of this industry, you will find enlisted in a wisely and actively engaged in promoting such work, the names of these four firms. The National Wholesale Lumber Dealers' Association, The National Hardwood Lumber Association, the order of Hoo-Hoo and the Hardwood Record, are all engaged in one way and another in working out and maintaining better conditions and harmonizing the business, and in each instance the four firms mentioned above have their shoulder to the wheel.

Just now the annual Hoo-Hoo Convention, which will be pulled off in Buffalo, beginning September 9, is engaging the attention of its Buffalo adherents, and out of the hardwood fraternity. Vetter Yeager, and the Wall Brothers, in conjunction with C. H. Stanton, the present surveyor general of the National Hardwood Lumber Association, are, as usual, doing the lion's share of the work in preparing for the reception of the visiting delegates. It is safe to say that for variety and amount of entertainment planned for a visiting Hoo-Hoo, the Buffalo men will outclass anything previously had. It includes a moonlight ride on the lake, a trip to Niagara Falls, theater party, trolley rides, banquet, etc. In keeping with the thoroughness with which they do things at Buffalo, the local members of the order got up a picnic and took their ladies along that they might become acquainted, and thus render them better service in showing the visiting ladies a good time. The picnic occurred on Tuesday afternoon of the 18th inst., and was in the shape of a race party down and around Grand Island, stopping at Eagle Park on the down trip, and Edgewater coming back. The first start was at 12:30 and soon after we were under way, a dinner was had and enjoyed by the more than sixty ladies, a government present. At Eagle Park the party disembarked and the ladies looked on while the men tried to play the old A

about it, and it being the first time we had met him, we felt a natural delicacy about mentioning the subject. We were very glad to make his acquaintance and found him an intelligent and pleasant gentleman.

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Mr. W. W. Whieldon, of the Eureka Hardwood Lumber Company of Becton, Ark., dropped in again this week on his way back to the mill from his home in Pennsylvania. Mr. Whieldon does not use tobacco in any form and had no cigars with him. He had, however, some fine mineral specimens from his farm in Pennsylvania, coal, limestone and a bottle of crude petroleum, which were much enjoyed by all.

* * *

Mr. Ed. Woolfolk of Paducah, Ky., was brought in and introduced by Mr. Charles Thompson, of Crandall & Richardson, one of the enterprising lumber firms of our city. Charley threw on quite a lot of lugs in making the introduction, but we had met Mr. Woolfolk before. Mr. Woolfolk has been a constant reader of the Record for a number of years, and while here subscribed for another copy to be sent to his son, and plunked down a dollar to pay for it. Mr. Woolfolk started to pass around the cigars, but by the time that Thompson had got one, and George Stoneman and Charley Pierce, who happened to be in the office at the time, had got one apiece, Mr. Woolfolk's supply gave out. Come again, Mr. Woolfolk.

* * *

We are indebted to Mr. L. C. Gleason of Lonsdale, Ark., for a news item to the effect that an Arkansas lumberman has a white oak knot or burl which he is going to exhibit at the St. Louis Exposition. This knot contains 70 cubic feet, and weighs 2½ tons. How is that for high? While the knot will attract a great deal of attention at the exposition, it seems to us it would be well, too, to place on exhibition the hole from which the knot was extracted.

GOTHAM GLEANINGS.

While nobody denies that this is the season for the lumber trade to be somewhat dull, some portion of the recent stagnation must be attributed in a large measure to the strikes and generally unsettled condition of the labor world. Just now, however, a little more life is beginning to be apparent, and despite what the pessimists may think, it begins to look as though there were any number of retailers about who are not frightened by dismal talk and who intend being ready to supply the big fall demand when it comes. The fact is refreshing and has helped to give the general market a firmer tone than ever.

* * *

Not many lumber trade visitors have graced Gotham the past few weeks. Here to enjoy the yacht races just now is Capt. H. H. Tift, of Tifton, Ga., while others

who have been here are: A. P. Bliss, of Bliss & Van Auken, Saginaw; Secretary Cook, of the Maple Flooring Manufacturers' Association, Petoskey, Mich.; A. C. Mambert, of Holland, Mambert & George, Buffalo; George G. Tyler, New London, Conn.; J. M. Woodlett, of the W. W. Mills Company, Raleigh, N. C.; E. C. Fosburgh, of the Fosburgh Lumber Company, Norfolk; D. A. Sullivan, of the Union Lumber Company, Jamestown, N. Y.

* * *

The Corwin & Vail Lumber Company of Riverhead, L. I., has been incorporated at Albany, with a capital of \$35,000. G. M. Vail, D. E. and H. I. Corwin are the directors.

* * *

Another recent incorporation is that of the West Coast Lumber Company of this city. The capital of this company is put at \$1,000,000, but the directors, H. P. Layton, S. M. Gardenhire and D. F. Jetmore, New York, are not known to the lumber trade.

* * *

John D. Ireland, of the Cross, Austin & Ireland Lumber Company, arrived from Europe last Tuesday, and his many friends in the trade are planning to give him a dinner to celebrate his safe return.

* * *

A local office has been established at room 63, No. 29 Broadway, by the Hardwood Export Company of Mt. Vernon, Ala. P. H. Young, who has been placed in charge of the company's metropolitan trade, is from St. Louis, and those behind the company are said to be big western hardwood men. Southern hardwoods are being pushed, a specialty being made of bay poplar.

* * *

Robert W. Higbie, the well-known hardwood wholesaler, No. 45 Broadway, is just back from his poplar mill in West Virginia. He reports conditions excellent.

* * *

Hardwood exporters are enjoying the summer. J. W. Hussey is back from a pleasure trip to the northern part of the state, and E. M. Price, of Price & Hart, spends his leisure time at Lakeville, Conn.

* * *

On every side it appears employers are organizing to protect themselves against what they deem the unjust demands of the workingman. Across the river, in Jersey, there has recently been organized the Master Stair Builders' Union of Hudson County, which claims to have for its object self-protection alone. The membership already numbers about 40, and last week the completion of the formation was celebrated by a dinner at the National assembly rooms in Jersey City.

* * *

For the third time in six years, the Day & O'Donnell cooperage was totally destroyed by fire on the 9th inst. The cooperage is situated on the bank of the Morris Canal at Sussex street, Jersey City,

and the loss was a spectacular one. There was a stock of 40,000 barrels on hand and the total loss is put at \$25,000, uninsured.

* * *

John Biddle, head of the Biddle Piano Company of this city, who was well known as a buyer to the wholesale hardwood dealers of this country, died here recently.

* * *

Over at the navy yard in Brooklyn they are completing the erection of a new and modern saw mill plant. William Gnatowski, one of W. B. Mershon & Co.'s skilled mechanics, has just returned to Saginaw after installing a band saw mill and a band resaw, both of which are to be operated by electric motors.

* * *

A. H. McKay, who manages the Baltimore office of William Whitmer & Sons, Inc., of Philadelphia, sailed from this city for Europe recently on a business trip.

NASHVILLE NEWS.

Nashville, Tenn., August 19.

The buyers from the North and East seem to have been holding back very perceptibly of late, but the amount of acceptable stock has not been greatly enlarged thereby, and a first-rate summer business has been eked out in one part of the country and another, and when a new season opens a good activity is expected. The price situation has kept up in a strong way. No great supply of logs is held by the mills in Nashville and the season's cut of poplar is about over.

* * *

H. N. Saxton of Knoxville was here a few days since while returning from a trip in the East. Mr. Saxton notes a falling off in the export demand for walnut and thinks that the mahogany trade may be profiting thereby.

* * *

The A. E. Baird Lumber Company and C. C. Northern of Nashville have consolidated their lumber businesses. They own several mills and will in the future do a hardwood, cypress and yellow pine business where the operations of the first named have hitherto been confined to the yellow pine trade. The office will be in Nashville.

* * *

The United State & Lumber Company of Columbia, Tenn., has been incorporated by M. E. and F. S. Wheeler, Dan Smith, John W. Fry and others. The capital stock is placed at \$10,000.

* * *

J. G. Grayson, a merchant of Huntsville, Ala., will establish a new saw mill at Farley, Ala.

* * *

A representative from the Tennessee Coal & Lumber Company was down at Crossville a few days ago and stated that the suit brought against the company on account of the failure of L. B. Merriam of Chattanooga had been compromised and the com-

CINCINNATI GOSSIP.

to Cumberland and to develop its properties. The large majority of New York lumber dealers has been purchasing timber in the South about Crab Orchard and other business points along the Cincinnati Railroad.

Mr. M. M. McEllen is a saw mill operator. Kroxy, he was badly hurt in an explosion which took a day or two ago together with two of his employees. The torches-power boiler exploded, wrecking and demolishing the mill. McEllen had purchased the boiler just two days before.

MEMPHIS MATTER.

Memphis, Tenn., August 19.

The Memphis lumbermen have had a summer touch of the ear troubles and were for a few days put in constant dread. The devotees of the trade here have their mills running steadily. Some of the manufacturers have seized upon August as their vacation time. A good many retail and planing mill establishments have started up in Memphis of late.

F. E. Gary, of the Baker Lumber Company, has returned from a trip to Michigan.

Messrs. J. Brewer and Thomas McFarland of Chicago were recent visitors in Memphis lumber circles.

The Chickasaw Lumber Company has just begun operations at a new planing mill in Southeast Memphis.

The Bluff City Lumber Company is a new industry in the retail lumber lines in the same portion of town.

T. B. Allen, the well-known Memphis stave exporter, is summering in Canada.

H. Petri, who represents Antwerp connections in this city, has gone to Europe on a trip, but will return in about two months.

Mr. Arthur, of the Arthur Lumber Company, has returned from a visit to his old home in St. Paul, Minn.

B. R. Thompson, a lumberman from Grand Rapids, Mich., was in Memphis several days last week.

Dave Trippett, formerly of Indianapolis, is now in Memphis regularly, representing the wholesale hardwood manufacturer, Bomer Bros., of Brownsville, Tenn. Mr. Trippett is looking after the shipment of stock out of South Memphis.

R. S. Couch of Melbourne, Australia, was in Memphis a few days ago looking after lumber interests.

Marshall Long, of the J. O. Nesson Lumber Company, is in Canada for a few days.

Hardwood Lumber Company have purchased a valuable timber tract near Berea, Ky., on the Kentucky River road, which is practically a branch of the E. & N. Mr. Bosken says they have over a million feet of poplar, white oak and chestnut, of fine large size. They began sawing some two weeks ago and will be in shape to start shipping by the time the fall trade opens.

S. M. Burgess & Co. is the name of a new company in which Cincinnati parties are interested. They are now erecting a stock class band mill at Rockport, Ky., which is at the intersection of Green River and the Illinois Central Railway. Messrs. T. J. Moffett and E. W. Robbins of Cincinnati and S. M. Burgess of Rockport is the composition of the firm. The cut will consist of plain and quartered oak, poplar and hickory. They have now in their own rights some six million feet of timber.

E. W. Radina, of E. W. Radina & Co., is away on a vacation. He will hunt and fish for a couple of weeks at Wawasee, Ind.

The Cincinnati lumbermen that handle walnut and cherry, particularly those who export, are pleased with a recent action of the Central Freight Bureau. Heretofore walnut and cherry have been excepted from the regular lumber tariff on the grounds that they were expensive woods and from points south and through Cincinnati to eastern terminals and seaboard points they carried an excess of from 1 1/2 to 3 cents per hundred pounds extra. Through the efforts of the railroads directly connected with Cincinnati, particularly that old lumbermen's favorite, the C. H. & D. Ry., and on evidence furnished by some few lumbermen who deal largely in walnut and cherry, this extra burden has been officially removed and walnut and cherry are now taking the same rates as all other varieties.

The Wernicke Timber Land Company is the name of a recent incorporation, the object of which is to deal in timber, timber and other lands and the products thereof. The officers of the company are O. H. L. Wernicke of Cincinnati, president and general manager; R. C. Caldwell of Louisville, Ky., secretary, and Eugene E. Adams of New York, treasurer. Mr. Wernicke is well-known in hardwood lumber circles, being vice president of the Globe-Wernicke Company, large manufacturers of office and library furniture. Mr. Wernicke states they will confine their operations to the southern field, and especially to a strip of country along the Mobile, Jackson & Kansas City Railway, which is now proposed and built in parts between Jackson, Tenn., and Mobile, Ala. The company owns several tracts of land along the right

of way, it is offering inducements to owners to stand in that vicinity to join them to get the benefit of cheap development. This is really the merging of valuable properties under one management and of the stretch traversed by the road.

M. B. Egan is now en route to Europe, having sailed Wednesday, the 19th inst. He will be gone two months, the time being devoted largely to business of oak flooring nature.

The Cincinnati Lumbermen's Club will hold its first monthly meeting of the season on September 7.

AT MINNEAPOLIS.

A. S. Bliss, with the R. Connor Company of Marshfield, Wis., has moved to St. Paul and will remain here as the Twin City representative of the company. He is making the company an active factor here in the hardwood market, especially with basswood products, but also handles white cedar products and hemlock. He is now living at 1684 Van Buren street, St. Paul, and makes his headquarters at home, but expects later to have a desk in the Lumber Exchange, Minneapolis.

E. Payson Smith, Jr., the local dealer in southern hardwoods and yellow pine, has returned from an eastern trip, which combined business and pleasure. Accompanied by Mrs. Smith, he went down the great lakes to Buffalo and Tonawanda, taking in Detroit and Cleveland and making sales on the way. He reports a successful, as well as enjoyable, trip, and says he found a lively market in the East.

Otto Meyer of St. Louis, representing the Bensask Lumber Company, looked in last week and did business with several Minneapolis jobbers. He says that prices here are too low in proportion to the rest of the country.

Oscar Nelson, of the Braham Lumber Company, Braham, Minn., hardwood manufacturer and retail dealers, was in Minneapolis last week. He says they are making a good cut and finding an excellent market for their stock, which is largely elm.

STRIKE SETTLED IN ST. LOUIS.

The strike declared by the teamsters' union against the lumbermen on July 16 has been called off. More than 800 men were out and 135 firms were so affected that they were practically out of business during the greater portion of the strike period. The union, at its meeting on the evening of August 1, told the men to go back to work, and the majority applied for their old positions on Wednesday morning. As a number of men had been given employment to replace the strikers, a large number of those who voluntarily

left their teams found no positions awaiting them.

The different interests affected by this strike were hardwood lumber, retail lumber, planing mills, box factories, lime and cement, cooperage, sawdust and shavings and team owners, involving, as stated above, 135 firms. The strike was called suddenly, without warning, and the different interests immediately organized a central strike committee, which was composed of W. A. Bousack, chairman, representing hardwood lumber; W. F. Goessling, planing mills and box factories; C. W. S. Cobb, lime and cement; Chas. Wonderlich, cooperage; Adam Oswald, sawdust and shavings, and Mr. Stevenmeyer, team owners. This general committee met daily at noon at the Lumbermen's Exchange and maintained an organization so perfect that all of the concerns interested acted in thorough harmony and the strike was thus brought to a finish at an earlier date than many expected. The main fight was on the recognition of the union, the agreement to employ none but union teamsters and to discharge no one without first consulting with the union, and it was these points that the employers refused to consider. At no time would the general committee treat with the representatives of the union and, as the men are back at work as individuals on the old basis, it is a complete victory for the employers. As a number of the planing mills and wholesale lumber yards have switches at their establishments and were thus in a position to make country shipments without the use of teams, an agreement was entered into for the first week of the strike whereby no shipments were made from St. Louis, and the time was devoted to securing new men to replace the strikers.

PHILADELPHIA POST.

Nearly all of the dealers are out of town, taking advantage of the slump to get a short respite from business worries. Among the lumbermen who are summering at Lake Placid, N. Y., are: T. B. Rice, of T. B. Rice Company, Franklin Buck, of the Daniel Buck Estate, and W. H. Smedley, of Smedley Brothers. George M. Spiegel, of George M. Spiegel, returned recently from a European tour. William J. Collins, of Joseph H. Collins & Son, has gone away for a trip on the Continent. Colorado is popular with many of the dealers. Among the dealers who have elected to spend their vacation in the vicinity of Pike's Peak and the Rockies are Emil Guenther, John A. Spaulding and H. H. Bemers.

* * *

The annual baseball game between the Lumbermen's Exchange and the Master Builders' Exchange took place recently at the grounds of the Pennsylvania Railroad Y. M. C. A., Forty-fourth street and Elm avenue. The lumbermen beat their rivals last year and had hoped to repeat the trick, but after an exciting contest, the

Master Builders' team triumphed by the score of eleven to four. More than \$300 was realized from the sale of admission tickets to the game. The money was equally divided between the Children's Country Week Association and the Children's Sanitarium at Red Bank, N. J.

* * *

The Pennsylvania Railroad, it is said, in order to provide for the future in the matter of railroad ties, is about to engage extensively in growing locust trees, and all its valuable farm land along the lines of the system adapted to such purposes is to be planted with the trees. The company has for several years been experimenting with locust tree planting at different points. It has gone about it in a systematic and scientific manner, and the results so far obtained warrant undertaking the project on a broader and more extensive scale. Professor J. T. Rothrock, state commissioner of forestry, is reported to have been given complete supervision of the work. He has made a careful study of the matter, and no place is selected by him for planting the tree until after thor-

ough investigation as to its adaptability, both as to climatic conditions and freedom from insects, which in certain sections are said to be a serious menace to these trees. The company has numerous farms throughout the state, secured in connection with right of way, either for new trees or changes in the alignment of existing lines. Many of these farms are tenanted, and the tenants have been or will be notified to vacate from time to time. The question of the future railroad supply is one that is being given serious attention by not only the Pennsylvania Railroad officials, but by those of other roads, as the great number annually required is rapidly depleting the timber of the country available for such purposes. Various experiments with metals and other ties have been conducted by the Pennsylvania and other roads in the past, but nothing has so far been found that gives the same satisfaction as the wooden tie. It is roughly estimated that it will require fully twenty years for these trees to sufficiently mature to permit of their use for railroad ties.

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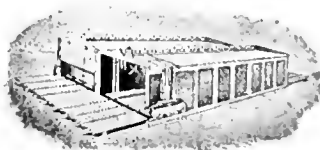
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CHICAGO MARKET

There has been a poor demand for lumber during the past thirty days. The market has been a slack one. The weather and the fact that there has been no considerable offerings of material sufficient to cause some of the prices in a good many kinds of hardwood lumber. This is the period of usual midsummer lull but it is getting well along to the close of that season and with the September only a few days distant it should be more snap to the market here.

There is the usual element in the situation which may be traced to natural causes of the usual element which cannot be counted for.

The great increase in the cost of building in this city, due in part to the increase in the cost of material and labor, and in greater part to the fact that various pools and combinations have the building trade by the throat, has had the effect of checking building operations. There are a great number of large building operations, for which the plans are made, being held in abeyance awaiting more favorable conditions. But still there was an immense amount of building started last spring, the interior woodwork for which is just being gotten out, which should, it would seem, cause a stronger demand for interior finishing lumber than exists at present.

There are also reports that in some lines of manufacturing, notably in car construction, there is a let up in demand. It would seem, however, that there is scarcely enough of this to have much effect, but still there is no doubt but that there is some concessions being made in prices of some kinds and grades of stock. Reports from the country indicate that stocks in the hands of shippers are light and we hope and believe that once fall trade is fairly opened the situation here will become stronger.

Poplar is unquestionably lower and quarter sawed white oak is at least easier. Plain sawed red oak is holding its own well and so are most of the northern hardwoods, notably birch and maple.

MEMPHIS.

Memphis, Tenn., August 19.

The lumber situation is still strong in Memphis, the passing summer quietude notwithstanding. There is small accumulation of stock, difficulty in filling orders even now on dry stock in more than one wood and very small price concessions. The market on cottonwood and gum is hardly so stiff. Cypress is more plentiful. Ash and poplar are in good demand. Plain red oak and quartered white and red have within the last few days been about the best in demand. The export trade is reported as more quiet of late.

ST. LOUIS

Some of the demand is concerned St. Louis is an entirely satisfactory, however, it has been a decided gain in the past month. In nearly all respects there is an active market which cannot in all instances be met and the indications are that demand will steadily increase during the rest of the season. The situation is that there are many more leaves in the woods of lumber, and, as the visible supply is so manifestly inadequate to meet the requirements, conditions are apt to be strained during all the rest of the year. St. Louis is in peculiar trouble so far as the fall supply of lumber is concerned, the railroad situation is such that only a limited portion of the purchases made can be brought into this market. Few of the railroads east of the river will even accept lumber shipments to St. Louis, which practically cuts out the whole of the Mississippi and Alabama hardwood district from the St. Louis market. Even west of the river there is difficulty in securing a sufficient number of cars for lumber shipments and these, when loaded, are moved with such uncertainty and so many delays that many are as long as ninety days on the road. As the glut of freight in St. Louis and East St. Louis is much more serious than it was a few weeks ago, despite strenuous efforts to improve the situation, and as the grain season is now at hand, it is hardly probable that there can be much relief during the next several months, and few of the local wholesalers look for a change in the railroad situation before next February. Nevertheless, as St. Louis is in need of lumber, buyers are being kept in the southern fields, both east and west of the river, and an effort will be made to ship all lumber possible from points of production to points of consumption, thus avoiding the delay and tangle of bringing the stock through or to this market. There are certain items of green lumber which are in very good supply in St. Louis but the bulk of this lumber will not be in a shipping condition before next spring. Local stocks of shipping dry lumber are badly depleted and it is practically impossible to improve them. Buyers report that such stock as is being manufactured is being absorbed very close to the saws, although there is an increased production when comparison is made with two or three months ago. All markets are buying whatever lumber they can secure and the range of prices at mill points is narrowing down to a higher basis than has ever before prevailed. This, as a matter of course, is having its effect upon St. Louis prices, and while the average item is now higher than at last report, there is a much narrower range to the quotations. The lumber factories are buying freely of such stock as meets their various requirements and the box factories, especially, are having difficulty in securing as much lumber as they need.

As there is practically no quartered white oak to be found in St. Louis, prices on this item are very high, and those dealers in need of it are willing to pay almost any figure asked. Quartered red is in almost the same shape, but it is possible to secure it in larger amounts than the white. In quarter sawed lumber the demand is strongest for upper grades, but there is also a strong call for common, and this is practically as scarce as the uppers. In

plain oak there is considerable trading in green inch on a basis of about \$32 and \$22, but there is practically no thick stock coming in. Prices on 3-inch oak range all the way up to \$36 and \$26, and the market is in a receptive mood for considerably more stock than is coming in. Dry stock in both inch and thicker would bring higher prices than these, as the lumber is wanted by all of the local dealers. Those handling car oak and other specialties note an excellent trade, but are having some difficulty in purchasing as much stock as they need at initial points.

There have been sales of furniture common gum during the past week at \$17, with box common at \$14.50 to \$15.50. These prices indicate the strength of the market and also show that the local people do not fear an overproduction in the very near future. In cottonwood there have been very few transactions of late, but the range of prices is about \$21 for box common and \$24 for select common. Receipts of this wood are very light, although heavier receipts are expected this fall. Cypress is coming in very freely for a few of the larger operators, but smaller dealers are having difficulty in obtaining that stock which they ordered from the mills several months ago. Prices are firm, although it is not believed that an advance will be made within the very near future. Poplar, also, is in excellent shape, but is in rather poor supply in St. Louis. All grades of hickory and upper grades of ash are wanted by all of the local dealers, but common ash has been somewhat slow sale of late. Other woods handled in this market have changed but little since last report and all are commanding high prices.

NEW YORK.

It is probable that the fall business in hardwoods will be very good, but the unsettled conditions in the metropolis regarding building make the matter just a probability. Outside of New York the dealers are stocking up preparatory to "getting busy" in a month or two. This is particularly true of door and trim. They are ordering largely of these stocks, while the metropolitan retailer shows a tendency to hold off a while. He is somewhat afraid, but luckily, he is not a large enough factor to affect the condition of the market, which is generally firm.

This refers to all the hardwoods except poplar, basswood and the others that have been used to substitute for pine. These threaten to sag off in price somewhat, in sympathy with pine, although that result has not yet been arrived at.

As regards the other woods, they are more than holding their own. Quartered oak, for instance, is being snapped up eagerly wherever it can be found, and buyers do not hesitate a moment at paying the price asked, which ranges from \$77.50 to over \$80 on occasion. Plain oak is also very firm at \$44 to \$46, while ash is in good call at \$45, and chestnut is steady at \$42.50.

There is not much movement noticeable in poplar and a tendency is evidenced to hold off. For ones and twos \$51 to \$52 is a fair price.

The export trade in hardwoods continues to be somewhat draggy. A partial reason for this is that a great deal of stock is going forward on consignment on the open market, and seeing this the foreign buyer finds it hard to believe the stories he hears as to prices here. Instead of realizing that conditions are firm here, he thinks it is all a game of American bluff.

MINNEAPOLIS.

Dealers here report a fairly satisfactory market in the Northwest, although the factories are still buying only for immediate needs and in small quantities. The fact is, much of the stock wanted by factories is in very scant supply, and only a few dealers are able to supply quartered oak if wanted, while red and white plain oak are both very hard to get, and held by manufacturers at stiff prices. There is no weakness here in the prices of any sort of hardwood, which are held firmly to list, and a dealer's business is measured by the amount of stock he is able to supply. There is a fair run of basswood lumber, but reports from the mills lead the jobbers and large consumers to think there will be another serious shortage this season. For some time there was no basswood heading to be had, and coopers began to buy gum stock. Basswood rose to such fancy prices that some factories which had shut off and were selling their logs for lumber turned again to make heading, which is now coming in small quantities. There is a good call for birch and ash, and elm finds a ready sale. Considerable gum is coming here now in barrel staves and heading. It is not altogether satisfactory, but the coopers are trying to make it do, and are paying a good price for it, \$8.75 a thousand for staves and 6 cents for heading.

PITTSBURG.

With strikes and "tight" money to contend with, the lumber market in Pittsburg is keeping up remarkably well. Prices on the whole are softening a little, and the demand for hardwoods is not quite so heavy as a month ago, but the decrease in business is so slight as to cause no uneasiness among local firms. July was one of the best summer months the dealers have experienced for years, and there is every prospect that August will make a creditable record.

The chief drawback to a big trade in Pittsburg the last two weeks has been the falling off in the contractors' orders, due chiefly to the trouble between the contractors and labor unions, which threatened to cause a complete tie-up of building operation. This dispute has now been settled, but not until several large orders had been countermanded and the trade in general had felt the effect of the halt in building operations. Next to this difficulty the tight money market has been the most serious drawback to good business. It is very hard to get funds in any amount for speculative purpose building. In fact, it is very hard to get money for even legitimate operations or investments unless secured by first mortgages on the very best of real estate or bonded property. This has taken the speculative builders out of the field at present, and just at a time when there were in contemplation building projects that would have called for hundreds of thousands of feet of lumber. It is very doubtful if this condition will be relieved before October 1 in Pittsburg, and dealers do not look for a big lot of orders from this source.

PHILADELPHIA.

Despite the fact that the local dealers are feeling the effects of the regular summer slump, the prices of nearly all stocks are holding their own with no signs of a bear market. Lumbermen regard this as the normal season for a slack trade and are taking advantage of the inactivity for their vacation trips. One of the prin-

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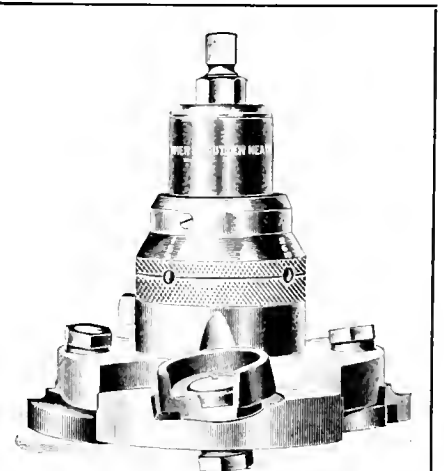
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Are made like the illustration above, which shows the Expansion feature. Other styles are shown in our catalogue No. 24. A copy free for the asking.

S. J. Shimer & Sons,

MILTON, PENNSYLVANIA.

**JOHN S. BENEDICT
WAGON STOCK
and HARDWOOD LUMBER**

ALWAYS IN THE MARKET.

135 N. HALSTED ST., CHICAGO.

HONECKER & SUMMERS

Public Accountants
and Auditors.

145 La Salle Street,
CHICAGO

**MANUFACTURERS
AND SETTLERS**

With 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, Kolin 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

The lumber trade of the future and the present condition of business are being discussed by the trade.

White pine has probably suffered more than any of the woods within recent years. The price was somewhat inflated last spring and, unsupported by strong buying, it is now receding to its proper level. All of the hardwoods are in good demand with no indications of a slump. Poplar is not quite so strong as it was some time ago, but the other woods are firm. Ash is being plentifully bought by furniture manufacturers and quartered oak is strong as the result of a heavy demand.

BUFFALO.

With mid-summer quietude upon us and almost everyone away on vacation, there is not much of interest to write about.

I might call over this name, and that name, and the other, and say they are here, there and the other place, but if I say that the majority are away enjoying the only real summer weather we have been blessed with so far this year, I will be telling pretty nearly the whole story.

Those who are not away and many of those who are have their summer residences away from the dust and turmoil of

the city. They are across the river on the shore of the lake, and others on the American shore of the lake. The lake shore is crowded with summer residences as far as the eye can see from Buffalo.

Notwithstanding all this, the demand for lumber is still good and brisk, much more so than in former years, and it looks now as if the prices were going to keep up and the demand continue right along through the fall.

Oak and hickory is in the lead for house trim and furniture work, and while there has been enough to keep ahead of the demand there is no surplus of either plain or quartered.

Cherry and basswood continue in good demand but scarce, with a prospect of advanced prices.

Ash is in fairly good demand and prices advanced.

Maple is in good demand, especially in three and four inch.

Cypress is quiet, with a tendency to lower prices.

Poplar is quiet and prices coming down.

HARDWOOD SAW MILLS.

A Profitable Investment contributed by B. S. Woodhead, general sales agent Keith Lumber Company, to Beaumont (Texas) Review.

Several parties in the past, when investigating the opportunities for hardwood factories for the manufacture of novelties, such as spokes, center tables, ax handles, wagon shapes, etc., have asked: "But where can I get hardwood; you have no sawmills in this section that make that class of lumber." The question has never been answered, for the simple reason that there are practically no hard-

THE FERD BRENNER LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

We are in the market to buy all Southern Hardwoods. Correspondence solicited.

D'HEUR & SWAIN LUMBER CO.,

SEYMOUR, INDIANA.

Manufacturers and Wholesalers—

Indiana Hardwood Lumber

Quartered White Oak Our Specialty.

FOR SALE.

2 cars 3/4-in. poplar, 18 inch and up. 2 cars 1 in. qtd. red oak, common.
1 car 1 in. poplar, 18-inch. 1 car 1 in. qtd. red oak strips.
1 car 1 in. qtd. red oak, 1st and 2nd. 1 car 2-in. com. and bet. hickory.

TAYLOR & CRATE

HARDWOOD LUMBER

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for the future.

(Established 40 Years.)

Wanted and For Sale Column.

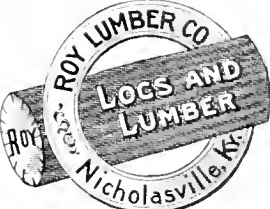
Advertisements will be inserted in this department of the Hardwood Record at the following rates:

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 piece of lumber for sale, or want to buy a special bill of lumber, or wish to employ a competent man.
If you want to buy or sell timber land or stumpage.
Give our Wanted and For Sale Column a trial.

THE HARDWOOD RECORD,
134 Monroe St., Chicago, Ill.



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

**BOYNE CITY
LUMBER CO.**

BOYNE CITY, MICH.


**Michigan Rock Maple and other
Michigan Hardwoods.**

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

**GOOD HARDWOOD TIMBER
IS
BECOMING SCARCE**

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of the



White and red oak, hickory, walnut, poplar and ash of the very best quality and of heavy growth can be secured, and sawmills, stave and handle plants and other wood working industries will find that section offers superior advantages as a location.

For maps, pamphlets and full information address

**M. SCHULTER,
INDUSTRIAL COMMISSIONER,
Commercial Bldg., St. Louis, Mo.**

wood mills in East Texas. There is a very small one about 60 miles north of Beaumont and this is the only one in operation in the entire section of East Texas to the writer's knowledge.

There is no reason why there should not be at least half a dozen of these in operation within a radius of 80 miles of Beaumont. Eventually one half of the product of these mills could and would be used in Beaumont. The factories of the class named cannot be established until they see that they can get their supply of raw material; once this is assured the factories will come.

If we assume for the moment that there is already a market for all the lumber which these mills could furnish—and we will prove this before dismissing the subject; the main factor in considering the establishment of hardwood mills, is the question of timber supply. The main hardwood that would be used is oak, and for the time being our remarks will be limited to this one commodity. There are numerous bodies of fine white oak timber on the G. B. & K. C. railroad, to the north of Beaumont, that can be secured, ranging from two to five thousand acres, that will cut from three to five thousand feet. These can be bought in large bodies for \$12.00 per acre, and in smaller bodies at much less. The average man in this section, being used only to yellow pine sawmilling, applies the same tests to determine the feasibility of a hardwood proposition that he would to pine, and the result is the tests do not pan out. The conditions are not the same, and the two propositions should not be judged the same way. Five thousand acres of pine would not be much to start a pine saw mill on, but it would be a fine body on which to begin operations with a hardwood mill. In fact, operations can be successful begun on 2,000 acres, for the following reason: Two thousand acres would afford say eight million feet as a reserve fund of timber on which to begin and to act as a background or foundation for the installation of the plant. This would guarantee the plant to run about two years under ordinary conditions, assuming they cut 20,000 feet daily, which is a fair size for a hardwood mill. But there is another thing to consider in logging this mill. There are hundreds of small tracts of hardwood timber owned by farmers and small holders who would be glad to cut it down into merchantable logs and load it on the cars for an average price of \$6 to \$7 per thousand feet. These parties would be glad to take advantage of such an opportunity to clear their land at a profit. The freight would practically be nothing. The G. B. & K. C. to-day haul pine logs for the Kirby Lumber Company, at a nominal rate of \$3.50 or \$4 per car, and the same rate would have to be made on the hardwood logs and it could be made to apply for a distance of 50 miles on

**IF you want cash for
your lumber, write
M. ROEDER,
1440 Roscoe St., CHICAGO.**

**Empire Lumber Co.,
CHICAGO.**

WANTED: CHERRY, OAK, CYPRESS,
GEORGIA PINE

Or anything you have for sale in hardwoods.

**THE
Crittenden Lumber Co.**

MANUFACTURERS

**Oak, Ash,
Cypress
and Gum**

MILLS:
EARLE, ARK.

OFFICE:
336-337 Scimitar Building.

MEMPHIS, TENN.

**A Handsome
Book
FREE**

It tells all about the most delightful places in the country to spend the summer—the famous region of Northern Michigan, including these well-known resorts:

Petoskey	Mackinac Island
Bay View	Traverse City
Wequetonsing	Neahtawanta
Harbor Point	Omena
Oden	Northport

Send 2c. to cover postage, mention this paper, and we will send you this 52-page book, colored cover, 200 pictures, list and rates of all hotels, new 1903 maps, and information about the train service on the

Grand Rapids & Indiana Railway
(The Fishery Line)

Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna. Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.

C. L. LOCKWOOD, Gen'l Passenger Agent,
Grand Rapids, Mich.



WHY ALL LUMBERMEN SHOULD BE MEMBERS AND ENJOY ITS ADVANTAGES.

1. It is to be built by lumbermen, for lumbermen, and is to advertise the lumber business.
 2. It will be the only private club on the grounds of the Louisiana Purchase Exposition, thereby giving the lumbermen a distinct advantage over all other visitors in comfortably taking in the great fair.
 3. It will be operated merely to pay running expenses—not for profit—and it will thus enable members to make a considerable saving.
 4. It will have comfortable dining rooms where the comforts and saving in eating will be in strong contrast to any other restaurant on the grounds. If you have attended previous expositions of this character you will know what this means.
 5. The postoffice and writing room (with stenographers in attendance) make it possible for a member to give such attention to his business affairs as they may require.
 6. A man's wife is included in his membership, whether or not he is with her, and the arrangement of the building pays particular attention to the comfort of ladies. This includes a strictly private lounging room in charge of maids.
 7. The information bureau of the club will be equipped to not only give information on personal application, but to also arrange for boarding house accommodations for those who so desire.
 8. Being a club only for its members and only for lumbermen and those in allied trades, it will be possible for a member to meet more friends and make more business acquaintances at the club than anywhere else, thus giving a member a distinct social advantage.
 9. You should join for patriotic reasons, if for no other. This is distinctively a lumber proposition and all lumbermen should take a pride in it. The cost of membership is only \$9.99, and there are no dues.
- There are at least nine other reasons which are left to your imagination. If you are interested and have received no literature on the subject, inquiries should be addressed to the House of Hoo-Hoo, Fullerton building, St. Louis.

A charter has been granted for the Tennessee Timber & Lumber Company. The incorporators are: T. Harlan, Mack Morris, D. Weis, Paul Harlan, and others of Trenton, Tenn., where all the incorporators reside. The object of the incorporation is to deal in timber lands, manufacture staves, headings and lumber. This corporation will operate in Franklin County, Tennessee.

THIS MONTH WE OFFER

INCH CLEAR SAP GUM

RANDOM WIDTHS OR ASSORTED.

For Implement Work,
Wagon Box Boards,
Furniture, Cabinet and
Wood Specialty Manufacturers.

THE FARRIN-KORN LUMBER CO.
CINCINNATI.

CHARLES H. BARNABY,
MANUFACTURER OF

BAND SAWED HARDWOOD LUMBER

QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.

GREENCASTLE - - - - INDIANA.

F. W. GILCHRIST, Prest. F. R. GILCHRIST, V.-Prest. 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

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.

WANTED FOR SALE EXCHANGE.

WANTED.

CIRCULAR SAW HAMMERING TAUGHT BY MAIL

No advanced pay.
F. J. HARKER, J. H. MERRILL,
141 N. W. 3rd St., Philadelphia, Pa.

MEN WANTED.

Wanted: experienced operators for the great
Kemp's Mill, and also our saw mill, be-
cause of its complete equipment, etc. If you wish
to see our mill, please call on us at 120 Northern
Avenue, Washington, D.C.
JOHN R. DAVIS LUMBER CO.
Philadelphia, Pa.

BUSINESS OPPORTUNITIES.

WANTED.

Partly owned saw mill to cut and saw oak at
Smith Cross country, Texas. Address:
W. H. EITINGER,
Waterloo, Ia.

FOR SALE.

At complete and saw mill of 25 M feet daily
capacity, modern equipment and in active opera-
tion, together with mill location, teams, stumpage
contracts, etc. Located on river in southeastern
Mississippi with million feet of the finest cypress
and pine logs now in river and with a river boat
load of fully fifty miles abounding in oak, ash,
cypress and worlds of yellow pine to draw from,
that can be had down at mill at a very low figure.
Mill within four hundred yards of railroad and in
a fine little town in a healthy locality. Very attractive
and cheap proposition for cash. Address: room
136, Randolph Building, Memphis, Tenn.

FOR SALE.

One third interest in established manufacturing
business making staple articles, practical monop-
oly. Desire to have lumberman purchase interest as it is
necessary to be located in the hardwood district of
Wisconsin or Michigan. No brokers.
Address: A. C. (care of Hardwood Record).

FOR SALE.

Saw mill. Controlling interest in one near Ilythe
Vile, Ark. circular top and bottom saw, 20 ft
carriage, rope feed, gang edger and cut off saw.
Capacity 20 M ft per day. Cash or easy terms to
responsible party. Address: R. U. P., care Hardwood
Record.

LUMBER WANTED.

WANTED MILL CUT.

We wish to contract for the cut of a small band
mill cutting oak, ash, gum and cypress. Advanced
made stock received at shipping point. Address:
CLARENCE ROYLE LUMBER CO.,
319 W. 23d St., Chicago.

WANTED.

Hewn oak R. R. ties,
Sawn oak R. R. ties,
Oak car timber.
Quote prices for 6, 8, 10, 12, 14, 16 ft, stating rate to St. Louis.
THE BONSACK LUMBER CO.,
St. Louis, Mo.

WE WANT

5 cars 2-inch common and 1sts and 2nds Hickory,
3 cars 2 1/2-inch common and 1sts and 2nds Hickory,
4 cars 3-inch common and 1sts and 2nds Hickory,
2 cars 3-inch 1sts and 2nds and White Oak 12 to 14
10 cars 1-inch common and 1sts and 2nds Poplar,
5 cars 2-inch common and 1sts and 2nds Poplar,
5 cars 2 1/2-inch common and 1sts and 2nds Poplar,
5 cars 3-inch common and 1sts and 2nds Poplar,
10 cars 1-inch Gum, red, common and 1sts and
2nds.

10 cars 1-inch and 1 1/2-inch cull cherry.
EMPIRE LUMBER CO.,
1-10-11, No. Branch and Blackhawk Sts., Chicago.

WANTED OAK PILING

30 to 40 feet long. White or Burr Oak
WRITE US.
CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO.

WANTED.

White and Red Oak, all
grades,
all thicknesses
all grades,
all grades,
all grades,
all grades.
M. B. 1 1/2 inch, or
all grades in Poplar, Basswood or other
GEO. W. SHEPARD,
702 Canton Street,
Buffalo, N. Y.

WANTED.

White Ash,
McCURE, ZIMMER CO.,
529 Franklin St.,
Detroit, Mich.

WANT TO BUY.

Wanted: sawed white and red oak, all grades,
unsawed white and red oak, all grades,
any ash and walnut, all grades,
any green dry. Will pay cash at shipping
point.
S. BURKHOLDER LUMBER CO.,
Chawfordsville, Ind.

WANTED.

200 M. feet 1 to 2 inch No. 2 Common Birch,
Black Ash and Basswood.
GEO. W. STONEMAN & CO.,
76-82 W. Erie St., Chicago.

WANTED.

Quartered red and white oak. COLUMBIA HARD-
WOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED Walnut and Cherry Lumber

We will pay cash and inspect at shipping point.
W. R. CHIVVIS,
414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters,
PAGE & LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED.

We will pay cash for any amount of 1 to 4 inch
dry Poplar, principally 1 and 1 1/2 inch; and any
amount of 1 to 4 inch plain and quarter-sawed
White Oak, principally 1 inch.
L. W. RADINA & CO.,
Clark St. and Dalton Ave., Cincinnati, O.

WANTED.

25 Cans 2 1/2 x 1 1/2, 26-inch White or Red Oak, green
or dry, delivered here.
20 M feet 2x2, 48-inch White Oak, dry, delivered
here.
A large amount of 1 1/2-inch and thicker 1st and
2nd Maple; can use some No. 1 common.
1-inch quartered White Oak.
Please quote us.
ROSS LUMBER CO.,
Jamestown, N. Y.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
Any amount of W. A. R. Oak in any size or grade.
Any amount of Gum in any size or grade.
Any amount of Cottonwood in any size or grade.
1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and
seconds.
1 car each 1 1/2, 1 3/4, 2 inch Hickory firsts and
seconds.
10 cars each 1x5 6 foot or 12 foot Hard Maple
logs.
50 cars W. Oak Bill stuff
100 cars Crating, all kinds.
What is your speciality?
We reach every part of the United States.
Address: Hardwood Dept.,
AMERICAN LUMBER MFG. CO.,
Pittsburg, Pa.

WANTED FOR SPOT CASH.

2000 cars of quartered white and red oak, all
grades, 1st and 2nds and common. Also chest-
nut poplar and ash. Address:
O. L. YEAGER,
332 Elk Street, Buffalo, N. Y.

WANTED WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up
in length, sawed or green, will send
inspector for two or more cars and pay cash.
H. A. LANGTON & CO.,
Terre Haute, Ind.

WANTED.

1 inch, 1 1/2 inch, 2 inch and 3 inch plain Red Oak
and 1st and 2d plain Red Oak
and 1 1/2 inch, 1 3/4 inch, 2 inch, 2 1/4 inch,
and 3 inch, 1st and 2d plain White
Oak 1 1/2 inch, 1 3/4 inch, 2 inch and longer White
Oak 1 inch.
P. A. LANDECK LUMBER CO.,
Milwaukee, Wis.

WANTED.

500 M feet of 1 inch, 1 1/2 inch and plain, common
red and white oak, dry, quote delivered F. O. B.,
Chicago.
T. WILCOX,
251 and Throop Sts., Chicago.

WANTED.

Cull quarter sawed white and red oak, 1 and 2
inch.
MOSBERGER-CRELLY LUMBER CO.,
Market and Chambers Sts., St. Louis, Mo.

WANTED FOR CASH.

Walnut oak and cherry logs and lumber. Corre-
spondence invited.
EAST ST. LOUIS WALNUT CO.,
East St. Louis, Ill.

WANTED-HARDWOOD LOGS.

200 M feet 2 1/2-inch and up White Oak logs,
200 M feet 1 1/2-inch and up Walnut logs,
50 M feet 1 1/2-inch and up Cherry logs.
C. L. WILLEY,
35th and Iron Streets, Chicago.

WANTED.

100 M feet Poplar, any thickness and grade.
100 M feet Red and White Oak, any thickness and
grade.
30 M feet 1 to 4 inch, 1st and 2nd Hickory.
LINK HEDDLER CO.,
Arland Ave. and 22nd Street, Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly
1-inch. Make spot cash prices on grades.
LELAND G. BANNING,
Cincinnati, O.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades;
also poplar siding in carload lots.
CINCINNATI HARDWOOD LUMBER CO.,
Station "N," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common,
Basswood, 1 inch, 1st and 2nds, common and
cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.
DUELLMEIER BROS.,
Cincinnati, O.

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.

Walnut lumber, all thicknesses, green or dry. In-
spection at mill points. WALNUT LUMBER CO.,
Indianapolis, Ind.

WANTED.

Cypress 1sts and 2nds, 1 1/4, 2, 3 inch; selects, 1 1/4
inch.
Red Gum, 1st and 2nds, 1, 1 1/4, 1 1/2 inch
Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 3/4 inch,
" " " " common, 1 1/4, 1 3/4 inch.
" " " " " " 1st and 2nds, 2 1/4 inch.
White Oak, " " " " " " 1st and 2nds, 1 to 4 inch.
" " " " " " quartered, 1sts and 2nds, 1 to 2 inch.
Yellow Poplar, 1st and 2nds, 1 to 4 inch.
" " " " " " 1st and 2nds, 4x4 to 8x8 inch,
" " " " " " common, 4x4 to 8x8 inch,
" " " " " " selects, 1 to 2 inch.
Parties having any of the above on hand or to get
out please write to me. Will send man to take it up
and put the goods back into your hand for it if we
buy. Write today.
TAYLOR & CRATE,
Buffalo, N. Y.

WANTED.

1 inch cull and better - 1 plain and quartered
1 1/4 inch common and better - WHITE OAK.
Can take mixed cars.
Berchard Lumber Co. Atlas Bank Bldg. Cincinnati, O.

WANTED—FOR SALE—EXCHANGE.

LUMBER WANTED

For shipment during 1903—
 1-INCH SOFT ELM Lumber. Suitable for Coffin Stock. Seasoned at least 60 days.
 Also WHITE ASH SCANTLING, cut 3 1/4 x 4 3/4 x 14 ft. full, for shipment as soon as cut.
 Cash. P. O. B. cars at shipping points.
 For specifications, etc., address JAS. GORDON, 300 Forest Ave., West Detroit, Mich.

WANTED.

White Oak lumber, 2 to 4 inches thick, 4 inches and wider, 1st and 2nd clear and common, suitable for wagon stock.
 Also 5 cars of No. 1 Oak wagon tongues 2 x 4, 4 x 4, 12 feet, P. O. B. Minneapolis, Minn.
 Will pay cash for same. Please write us stating what amount you can furnish and how soon you could ship.

OSBORNE & CLARK,
 Minneapolis, Minn.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
 Will inspect at shipping point and pay cash.
 BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca St., Buffalo, N. Y.

WANTED GREEN OR DRY

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED.

Shipping cull plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.
 DUHMEIER BROS.,
 Cincinnati, O.

LUMBER FOR SALE.

FOR SALE.

20,000 feet Quartered White Oak.
 50,000 feet Quartered Red Oak.
 100,000 feet Poplar.
 Write for particulars to
 E. DUNSTAN,
 Winona, Miss.

FOR SALE—SQUARES.

One car 2x2 inch x 2s and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.
 WM. E. LITCHFIELD,
 Box 2398, Boston, Mass.

FOR SALE.

Five hundred thousand dry 3/4 x 1 1/2 inch cypress lath.
 THE WHEELER CYPRESS LUMBER CO.,
 Portland, Ark.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for money to this stock. Write for prices to
 FARRIN-KORN LUMBER CO.,
 Cincinnati, Ohio.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.
 EDWARD L. DAVIS & CO.,
 Louisville, Ky.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
 Manufacturers Hardwood Flooring,
 LYONS, Ky.

FOR SALE.

150 M feet 1 1/4 inch common and better rock elm
 150 M feet 1 1/2 inch common and better rock elm.
 100 M feet 1 inch long run soft elm.
 100 M feet 1 inch common and first and second clear birch
 75 M feet 1 1/4 inch first and second basswood.
 25 M feet 1 1/4 inch common basswood.
 50 M feet 1 1/2 inch first and second basswood.
 25 M feet 1 1/2 inch common basswood.
 40 M feet 1 1/4 inch first and second birch.
 25 M feet 1 1/4 inch common birch.
 75 M feet 1 inch common basswood.

QUINNESEC LOG & LUMBER COMPANY,
 Milwaukee, Wis.

FOR SALE.

The product of 1,000,000 ft. of Maple logs, 1,000,000 ft. of Beech logs, 500,000 ft. of Birch logs. Can cut any thickness desired.

KELLEY LUMBER & SHINGLE CO.,
 Traverse City, Mich.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
 100 M ft. 1-inch log run Soft Maple, on grades.
 3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
 20 M ft. 1 to 2 inch log run Walnut.
 100 M ft. 1 to 2 inch Cherry, all grades.
 This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
 Jamestown, N. Y.

FOR SALE.

5,000 feet 2 1/4 x 6 inch and up 1sts and 2nds quartered White Oak.
 4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
 9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak.
 700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
 Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.
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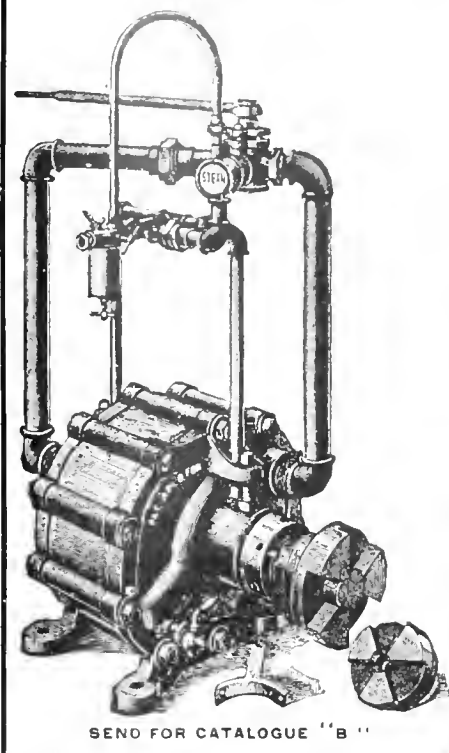
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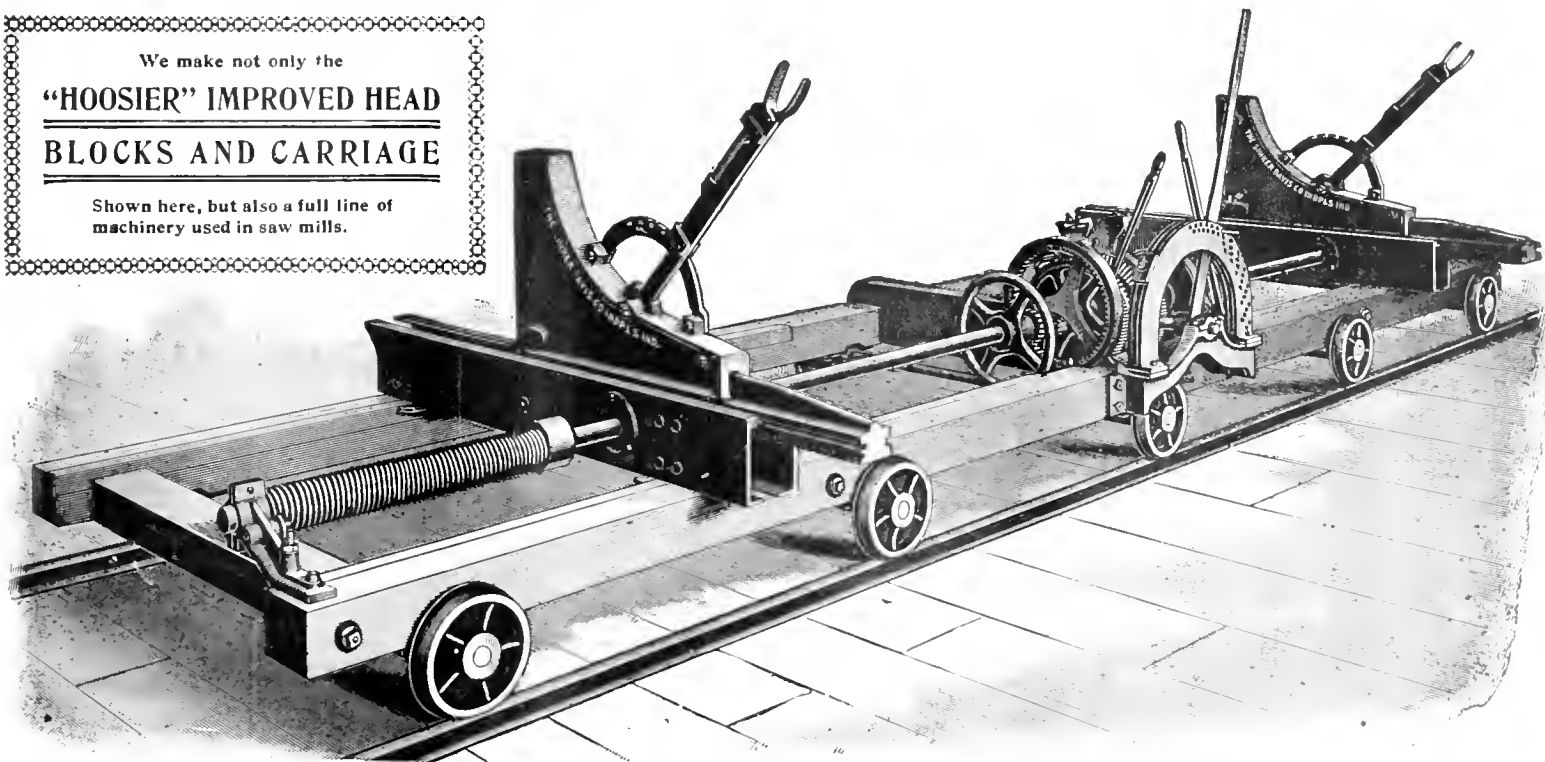
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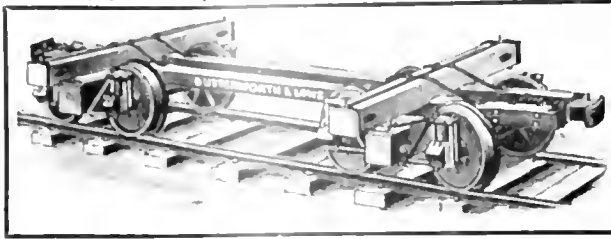
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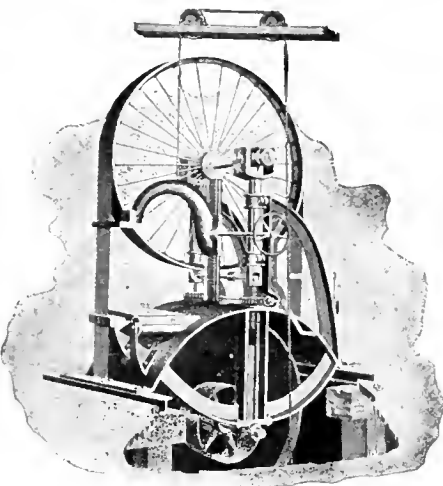
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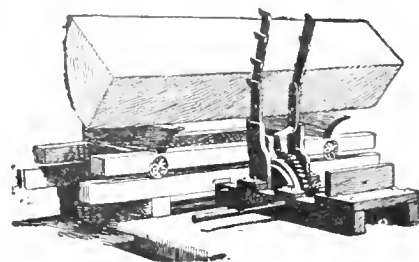
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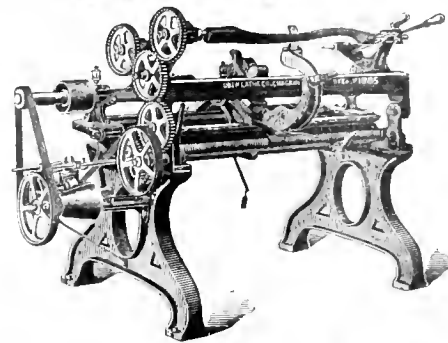
Vol. XVI.

CHICAGO, SEPTEMBER 10, 1903.

No. 10.

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500,000 Feet White Cane Ash.
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Two to Three Million Feet Cypress,

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SPECIALTY—THIN QUARTERED WHITE OAK

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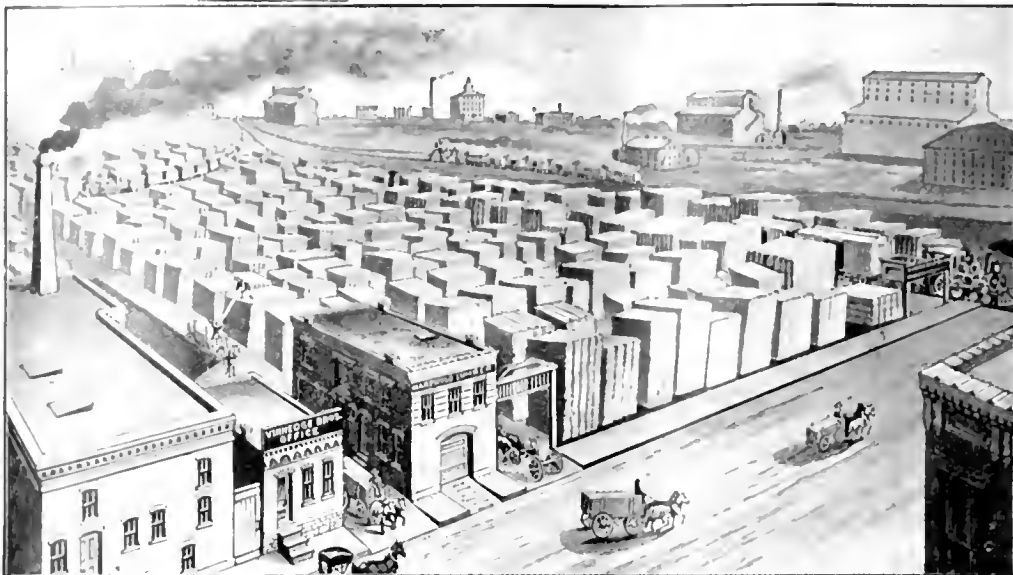
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 PLAIN RED OAK,
 PLAIN WHITE OAK,
 QUARTERED WHITE OAK,
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 YELLOW PINE,
 SOFT ELM,
 BASSWOOD,
 BIRCH,
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 COTTONWOOD,
 HICKORY AXLES AND
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Parties having any of the above to offer will kindly send description of same with lowest quotations either f. o. b. Chicago or shipping point.

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

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Highest Market Prices paid for

**Walnut, Cherry
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Chicago Wood-Stock Mfg. Co.

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CHICAGO

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ON HAND AT THIS DATE.
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Richmond, Ind., Sept. 3, 1903.

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10 M feet 1 inch common strips.
15 M feet 1 inch 2½ to 5 inch strips.
20 M feet 1 inch firsts and seconds.
15 M feet 1½ inch firsts and seconds.
15 M feet 1½ inch firsts and seconds.
18 M feet 2 inch firsts and seconds.

PLAIN WHITE OAK.

30 M feet 1½ inch firsts and seconds.
75 M feet 1 inch firsts and seconds.
100 M feet 1 inch common.
50 M feet 1½ inch common.

QUARTERED RED OAK.

8 M feet 1 inch strips.
7 M feet 1 inch firsts and seconds.
1½ M feet 1½ inch firsts and seconds.
½ M feet 2 inch firsts and seconds.

PLAIN RED OAK.

50 M feet 1 inch firsts and seconds.
110 M feet 1½ inch firsts and seconds.
60 M feet 1½ inch firsts and seconds.
130 M feet 1 inch common.
20 M feet 1½ inch common.
15 M feet 1½ inch common.
10 M feet 2 inch common.

WALNUT.

10 M feet 1½ inch firsts and seconds.
8 M feet 1½ inch firsts and seconds.
15 M feet 1 inch cull.
8 M feet 1½ inch cull.
4 M feet 1½ inch cull.

ASH.

25 M feet 1 inch common.
15 M feet 1 inch cull.
7 M feet 1½ inch firsts and seconds.
4 M feet 1½ inch common.
12 M feet 1½ inch firsts and seconds.
10 M feet 1½ inch common.

CHERRY.

6 M feet 1 inch cull.

SUGAR.

20 M feet 1 and 1½ inch cull and common.
4 M feet 1½ inch common.
20 M feet 1½ inch firsts and seconds and common.
12 M feet 2 inch firsts and seconds and common.

HICKORY.

4 M feet 1 inch cull and common.
5 M feet 1 inch firsts and seconds.
10 M feet 1½ inch common and cull.
10 M feet 2 inch firsts and seconds and common.
10 M feet 1½ inch firsts and seconds.

QUARTERED SYCAMORE.

7 M feet 1 inch common and strips.
8 M feet 1, 1½, 1½ and 2 inch firsts and seconds, 12 inch and up.

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MICHIGAN PINE HARDWOODS AND HEMLOCK.

WHITE CEDAR
AND
WHITE PINE **Shingles.**

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High Grade Maple Flooring

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INCORPORATED 1902

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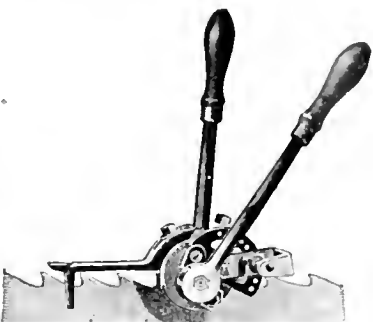
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Plain Red and White Oak.

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THE HARDWOOD RECORD

VOL. XVI.

CHICAGO, SEPTEMBER 19, 1903.

No. 10

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH

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SECOND-CLASS MATTER.

TERMS OF SUBSCRIPTION:

U. S., Canada and Mexico... \$1.00 per year.
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ADVERTISING RATES ON APPLICATION.

ADVERTISING INDEX ON PAGE 30.

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 further we progress toward the season for fall trade the more evident it becomes that the unprecedented shrinkage in values of stocks and securities in Wall street is not going to affect legitimate business seriously at this time. Every indication is for a good thriving trade, and there could be no more eloquent tribute to the sound position of legitimate business in this country than the bare fact that it can stand a shrinkage in values of securities of nearly four billion of dollars, within a period of a year, without experiencing any immediate inconvenience.

But it is difficult to start a general panic when business men are, as a class, out of debt, and the farmers and laboring classes in easy circumstances. A panic can't hurt a man who is out of debt and has money in the bank. Conservative business men, and most men engaged in legitimate business are conservative, have been "hedging" or sailing close to shore for the past two years in anticipation of just such a condition as has arisen in the past six months. Every man of ordinary intelligence foresaw that the vast fabric of inflated values, which Wall street was erecting, must collapse in a short time, and so well did they prepare for it that when the collapse occurred its efforts had been discounted.

For the balance of this year, at least, we see not the slightest cause to apprehend any disaster or even dullness in trade and industry. The momentum given to business by the good crops which are now practically assured, would carry us through the balance of the year at a good gait, even under less favorable circumstances than those prevailing at present, and will bring us to the end of what, with all its uncertainties, will have been an excellent year for legitimate business.

One thing is that the number of failures, as reported by the leading financial and commercial agencies, shows each month a considerable increase over the corresponding month in last year, and for several years. This, however, is but a natural result of the Wall street shrinkage, and the banks which cater to the speculative trade are undoubtedly carrying a lot of dead weight which they will drop as rapidly as it can safely be done. There can't be a shrinkage of nearly four billions of dollars in values without leaving a number of stranded creditors or speculators, but the comforting thing in the pres-

ent situation is that the banks have the situation under control and seem able to close out the bad accounts without causing disturbance.

Securities of all kinds are still dragging along at but little more than the lowest figure of the year, and we see no reason why they should do any better, but with the farmers having another bountiful harvest disposed of at good prices, to add to their already full measure of prosperity, with labor well employed at good prices and with all the wheels of industry and commerce revolving cheerfully and busily, we can leave Wall street and its crowd of grafters to work out their own salvation.

We are certainly in for a good fall trade.

THINGS WE HAVE LEARNED.

We wish to heartily endorse the action of some of the manufacturers of dressed gum lumber in meeting at Cairo, on September 3, and affecting the organization of the "Dressed Gum Lumber Manufacturers Association," and formulating a set of rules covering dressed gum lumber products.

The manufacture of dressed gum lumber is in its infancy, and it will save a lot of trouble and annoyance, in time to come, that a standard is established at this early date. Such action is strictly in line with enlightened and progressive policy. Should that association never have another meeting it has rendered efficient service to the trade. We trust and believe that the association may go on and prosper, but even though it should not, it has done well.

The hardwood trade has learned a great deal about the matter of inspection rules within the past few years. It has learned that no association can legislate value into a pile of lumber by manipulating the inspection rules. You can't add to the value of a common board by calling it a first and second any more than you can add to the value of a dime by calling it a quarter. If a man doesn't know the difference between a dime and a quarter you may be able to "bilk" him, just as you may be able to "bilk" a man who doesn't know the difference between a common and a first clear, but the dime remains a dime and the common remains a common for all that.

If an association legislates a portion of its common into an upper grade, the grade produced is worth that much less and in

to be made. It will be long before the National Hardwood Association will be able to present a forceful case for the most well posted and factually correct and the highest cost lumber. The present set of inspectors' rules is not well adapted to the trade, and there is a strong sentiment in favor of letting the matter go its way with no further change in the understanding of the trade.

Another thing which the National Hardwood and Lumber Association has done is to do its work of securing a uniform standard of rough hardwood lumber on a par with that its work was not done enough. The proposition to establish a standard of grading for the entire country was not made until every market and section had evolved a standard of its own, varying from every other standard.

And while it was recognized early on the right, if we may call it such, that it wouldn't matter much, if any, in the end, what standard was established, it was evident that radical changes from the custom prevailing in any market or section would put that market or section at a disadvantage for a time. So each faction in the trade was anxious that the standard adopted as the universal standard should be the one already adopted and in use by the said faction. And it took five years of compromising to get the differences adjusted.

Those who are now entering upon, or who have already entered upon, the manufacture of dressed gum lumber had this experience as a warning, and they have wisely taken time by the forelock.

Another thing which we believe the hardwood trade has learned regarding the standard of inspection, is that once that standard is established the thing to do is to let it alone. At the last annual meeting of the National Association held at Indianapolis the recommendation of the rules committee that no changes be made was passed unanimously and without debate; and that is a good sign.

We personally know a number of excellent gentlemen, engaged in the hardwood lumber trade in various sections of the country, who would like to have changes made in the present rules, thinking that they could derive pecuniary benefit from such changes; and while there are a few inconsistencies in the rules which should be straightened out, we believe that the gentlemen are mistaken.

Should a change be made in the rules to meet the ideas of one man or one section, other changes would need to be made to meet the ideas of other men in other sections, and the first thing we would know we'd have a completely new set of rules, the standard now so generally accepted and so familiar to the inspectors would be disarranged, and there would be just as many objections to the rules as there are at present.

Let us give our readers a couple of suggestions that they wanted to get their feet under the national rules. They had to do so while they were in a plastic condition, and after they got "set" attempts to change them would be like an attempt to change granite with a "Barlow" knife.

It was said in the beginning of this article that a world of trouble and annoyance, to say nothing of money, would have been saved to the hardwood trade had it taken its action looking to uniform inspection at the beginning of the hardwood business, since an association organized at Cairo has been for dressed gum.

The proceedings of that meeting will be found elsewhere in this issue, together with the rules adopted.

A SPLENDID CIRCULAR.

We are in receipt of a communication from the "New York Board of Trade and Transportation," in which that excellent body expresses a desire to secure the "freest and widest possible discussion as to methods for the rehabilitation of our merchant marine." The letter doesn't come right out and say, but we infer that the desire of the eminent Board of Trade and Transportation is to secure the support of the press for the ship subsidy bill, which will no doubt come before congress again at its next term.

There is also some printed matter enclosed with the letter which conveys the melancholy information to anyone taking the trouble to read it, that there is a "Desperate Situation to Be Remedied," that "Something Must Be Done Quickly!" also that there is "Vast Foreign Tonnage" and "Small American Tonnage." In fact, that there is a terrible to-do generally.

And we kept looking through to ascertain why the Board of Trade and Transportation of New York city should go to all this trouble, and we finally came to a portion of the circular headed: "Laboringmen and Farmers Interested." Then it was all clear. They are trying to help the poor laboringmen and farmers.

The letter doesn't come right out and ask the laboringmen and farmers of the West to support the ship subsidy bill. Not in this letter and circular. The man who got up that communication is unquestionably a very shrewd man. The proposition that the West shall vote to tax itself a billion or so, the money to go largely to Morgan's shipping trust so that the stock and bonds of that combination, which have shrunk about 75 per cent in six months, shall be salable at a good fair price, is not calculated to arouse enthusiasm when put

before the average crude and unpolished state of the West must be prepared and this first step is a start for that purpose.

It goes on to be the idea that the farmers and laboringmen should first be wrought up to a state of extreme uneasiness over the "Desperate Situation to Be Remedied," and told to understand that "Something Must Be Done Quickly!" and then when the afore-said farmers and laboringmen are exhorting, howling and walling the floor and tearing their hair in a frenzy of alarm without knowing what the dickens to do, this skilled manipulator of public sentiment, who can play on the hearts and minds of the people as Paderewski plays upon the piano forte, will, at the psychological moment when the tension is so great that it seems that unless relief is had immediately something will give way at this tremendous moment, we say, this individual will no doubt come to the front suggesting that the farmers and laboringmen support the ship subsidy bill as the only means of saving the situation.

We may be wrong in our surmise as to how he is going to handle the matter. The Board of Trade and Transportation reassures us it is seeking light, and it may be that the next circular will be a veritable trumpet blast calling the farmers and laboringmen to oppose the ship subsidy bill with all their power. But, somehow, we incline to the other belief.

Anyhow, this is a mighty fine circular. We have seen the initial circular sent out by a "green goods" man, said to be the most finished artist in his line, but we feel it our just duty to state that this communication from the Board of Trade and Transportation is superior in every respect.

You see the proposition presented by the green goods man was so much more attractive that it took less skill to make a favorable showing. He proposed that he would exchange anywhere from \$500 to \$5,000 in new bills, guaranteed to pass muster at any bank, for a merely nominal sum. This was, on the face of it, a most attractive proposition, and the only skill required was in glossing over or explaining away the fact that it would save a lot of trouble for the green goods man if he would take his new money to the bank and pass it himself. This was a bit awkward, to be sure, but he had the advantage that he was appealing to the victim's self-interest and apparently giving him an opportunity to make something for himself.

The proposition of this Board of Trade and Transportation man is much more difficult to present. He is trying to arouse enthusiasm among the farmers and laborers over a proposition to tax themselves to give money to people whom they will never see nor come in contact with, on the remote possibility that maybe they will, some day and some way, get something out of it. It is a difficult proposition to present, owing to the tendency of people to believe that they can get more out of

their money to spend it themselves than to give it to somebody else to spend.

But the Board of Trade and Transportation man has done well, and of the entire circular we have but one criticism to offer. He reminds the farmers and laboringmen that previous to 1851 the ocean carrying tonnage of this country was three times what it is today. That is not a happy comparison, for previous to 1851 the farmer of this section who got over ten cents a bushel for his corn was in luck; he is getting fifty cents a bushel today. And previous to 1851 the laboringman got about fifty cents for a day of fifteen hours; he gets \$2 a day for eight hours now. This would seem to indicate that the prosperity of the farmer and laboringman is not dependent on the amount of ocean carrying tonnage, or if it proves anything it proves that the less of such tonnage the country has the more prosperous the farmers and laboringmen are.

However, the circular of the Board of Trade and Transportation man is all right and we await the next one with interest.

ONE OF THE WONDERS OF THE WORLD.

The city of Chicago is one hundred years old this fall. That is it is just one hundred years ago that a detachment of United States troops came to Chicago and erected a fort at the point where the Chicago river empties into Lake Michigan. Around the fort there grew up a trading station, which was the first attempt of the white race to create a settlement where the second city of the United States, and the fourth city in the world, now stands.

Later this little settlement and the few soldiers who protected it were completely obliterated by the Indians in what is known as the "Fort Dearborn massacre." But the Indians were punished and the fort was rebuilt, and once more the little settlement grew up within shelter of its guns; but it was thirty years later that this settlement was incorporated as a city, with a population of about 4,500 people—whites, Indians and half breeds.

You have probably read the Arabian Nights, where the oriental imagination spreads itself in unrestricted exuberance, but there is no wonder set forth in that volume of extraordinary romances which equals the wonder of the upbuilding of this mighty city by the lake.

When there was nothing standing where Chicago now stands except a fort and a few shanties, surrounded by a swamp, St. Louis, Cincinnati, New Orleans and all the Atlantic coast cities were old cities, some of them three hundred years and more; and if you had told one of those first settlers that within one hundred years there would be a city standing on the swamps that would be greater than any city in the world at that time, or that had even been in the world,

you'd have probably been locked up in the guardhouse as a lunatic.

There is a well authenticated story of one of the first lumber dealers in Chicago, who conducted a retail yard here a little more than fifty years ago, which well illustrates how little idea the people inhabiting Chicago at that time had of the great future in store for it. The city then had a population of about 5,000 people, huddled along the high ground near the river. This high ground was created by the action of the waves upon the deposits of mud brought down by the sluggish river, and extended for two or three hundred yards on each side. For a mile south of what is now Randolph street was a swampy meadow and then the ground began to rise again. The lumberman in question prospered in a business way, but the population of the little city, hemmed in by mud and water, was composed of very rough elements in the main—soldiers, sailors, traders and Indians—and the lumberman did not like to raise his children in such an atmosphere, so he went out beyond the swampy land on the south and bought him a farm, built a house, and moved his family out there, intending when he had made a little more money to retire to the farm himself and build up a family estate.

That man is still living, but he is not living on his farm. For where he built his house Siegel-Cooper's big store now stands, and the great teeming city stretches away for miles on every side.

Of course, Chicago is merely the fruit of the development of the great Middle West and Northwest. Such a city must have a foundation, a backing, and its marvellous growth merely typifies the marvellous development of its tributary country.

And the end is not yet by a good deal. There is every evidence that the population of Chicago is increasing at a greater rate now than ever before. From the school and police census and additions made to the city directory, it is evident that Chicago is adding to its population at a rate in excess of 100,000 a year.

It is difficult to grasp the full meaning of such a growth. You are acquainted with some cities of 100,000 population; Memphis, for instance. And a city of that size is a good chunk of a town. Well, Chicago is adding a town of that size each year. Each year the city authorities have to provide for an increase in school accommodations, fire and police protection, sewerage, water, street paving, etc., to accommodate a city of the size of Memphis. That is just the increase, mind you. This fall nine mammoth new school buildings were opened and instantly filled to overflowing, and the school board must immediately begin preparations to erect at least that many more for next year. Is it to be wondered at that some departments fail to keep up?

It is more or less amusing to hear a visitor from a neighboring city, which has been probably 200 years growing to one-tenth the size of Chicago, swell out his chest and tell how well the streets of his home town are paved, etc. Bless the man! We are building a town the size of his and equipping it complete every year or so.

We trust our readers in neighboring cities and in the country will bear with us. We must blow a little in this, our centennial year. And there are a few erroneous ideas which we wish to correct.

There has been much joking about the amount of territory that Chicago has annexed and the boundless extent of the city limits. In that connection, we will say Greater New York and Philadelphia, the only rivals Chicago has in the matter of population in this country, each occupies a much greater space than does Chicago.

Another erroneous impression is that Chicago is governed by booblers and that the city government is very corrupt. Chicago has the best and cleanest city government of any city of over half a million population in the United States.

Chicago has never had a political "boss," as other cities understand the word. There have been several aspiring gentlemen who have undertaken to boss it, but it was too big a contract. We attribute their failure largely to the fact that Chicago people have no aristocratic and finicky notions which make an election day "scrap" offensive to them. If it is necessary in the interest of good politics to chase a gang of toughs away from a polling place, the average citizen of Chicago will travel miles to take a hand in it, and be bitterly disappointed if the trouble is over before he gets there.

And you mustn't think that we are overlooking our hand and don't know what we are doing. We've got more land bought for parks and it is better located than any other city, and our drainage canal insures us the best water supply of any city in the world. We may not be able to keep all the loose ends of the present up, but we are looking out for the future. Chicago is a pretty hard town to keep up with, but the citizens feel that they are doing fairly well.

The A. Hubbard Lumber Company of Paterson, N. J., has purchased from H. W. Forde & Co. of Nashville, Tenn., dealers in timber and coal lands, a tract of 5,000 acres of hardwood timberlands in Franklin County, Tennessee, where the company will build and operate a large saw mill. The tract embraces some of the most valuable timberlands in the state, it being estimated that there are nearly 350,000,000 feet of fine poplar, oak, ash, chestnut, hickory and other woods on the tract, which has the advantage of being only about two miles from a railroad.

Dressed Gum Lumber- Manufacturers Organize.

At a meeting of the Dressed Gum Lumber Manufacturers' Association, held at the Hotel Hamilton, New York, on September 10, 1906, the following resolutions were adopted:

1. That the members of the association shall produce and sell their products on a full-day holiday basis.

2. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

3. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

4. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

5. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

6. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

7. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

8. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

9. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

10. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

RED SIDING.

A Grade—Admits on the thin edge one inch of sound sap or other imperfections which lap will cover, otherwise clear.

B Grade—Will allow sound sap with limit, or in lieu of sap two small knots, neither exceeding three quarters inch diameter, or one standard knot.

C Grade—May contain imperfections, working knots or other defects which can be removed in two cuts without waste of more than twenty-five per cent of the length of any one piece.

D Grade—Permits all classes of defects.

11. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

12. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

13. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

14. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

15. That the members of the association shall not sell their products at a price lower than the price of the same products in the open market.

FINISH.

18 and 28 Grade—Is practically one red heart. Pieces six to seven inches wide are allowed one piece eight to nine inches may have one standard defect, pieces ten to twelve inches two standard defects, or one inch of bright sap, pieces thirteen inches or over may have three standard defects or their equivalent in larger defects, but not over two inches of bright sap.

18 and 28 Grade—Or clear sap is allowed the same defects admitted in 18 and 28, and in addition permits sound sap without limit.

No. 1 Common Grade—Is calculated to work seventy-five per cent clear in not over three pieces. Discolored sap, unless from unsound nature, and small pin worm holes are not considered defects.

No. 2 Common Grade—From the nature of gum does not contain many coarse knots as does a corresponding grade in other woods, the defects being principally knotted hearts and shakes. Should work fifty per cent clear in not over four pieces and makes an excellent material for sheathing, lining, or boxing purposes.

Grating strips graded same as No. 2 common.

These standard grading rules become effective at once. New lists will be issued and each member will notify his trade and adjust his stock to the uniform basis. The same form of list will be used by all members.

The progress of the dressed gum lumber industry, as evidenced by the manufacturers assembled at this meeting, is developing along lines which promises increased and substantial recognition of this wood as a first-class building and finishing material.

In attaining such recognition red gum is only coming into its own. It is the nearest approach to poplar possible to find,

but in every respect it occupies the position which substitute wood it has merits of its own, and is forming an independent industry.

Red gum is not especially to the weather, and is not heart wood which takes stain, and is of natural natural finish, but the color of the wood itself, particularly on the sap, which is somewhat lighter than the red heart.

Grade—Redwood but light in weight, yet is a wonderfully compact, well-graded grain structure. There is not a better American wood combining the features of this wood.

At a recent experiment with various woods of the world it is found that nothing else but red gum as a paving block, not only is the light travel of a quiet street, but for the heaviest traffic of the busiest thoroughfare of London, service for a long time is employed in most of our thoroughfares.

The same weather-resisting feature applies to the flooring, either the red heart or sap wood. It will withstand the hardest possible usage and still remain smooth and even, without a split or a splinter.

For outside equal and none surpass gum in taking paint. As siding it compares closely with poplar. It works and turns perfectly, there being no rising of the grain, and is consequently exceptionally suited for such purposes as moldings and trim.

It speaks well for the interest of those engaged in its manufacture and for the prospect and success of their united action on behalf of red gum, that the Dressed Gum Lumber Manufacturers' Association starts with practically the solid support of the entire industry.

HARDWOOD MANUFACTURERS MEET.

The Hardwood Manufacturers' Association held a general meeting at Cincinnati September 5, at which session the following firms were represented:

- Van Sant, Kitchen & Co., Ashland, Ky.;
- W. M. Ritter Lumber Company, Columbus, O.;
- Henry Maloy Lumber Company, Evans, Ill. Ind.;
- Maloy & Wertz, Evansville, Ind.;
- May, Thompson & Thayer, Evans, Ill. Ind.;
- Moffett-Bowman Lumber Company, Madison, Ind.;
- J. W. Mahan Lumber Company, Pratt, W. Va.;
- Tug River Lumber Company, Blue Field, W. Va.;
- W. M. Ritter Lumber Company, Huntington, W. Va.;
- W. H. Dawkins Lumber Company, Ashland, Ky.;
- Giles-Wright Lumber Company, Ashland, Ky.;
- Koyes-Fanner Lumber Company, Ashland, Ky.;
- Yellow Poplar Lumber Company, Coal Grove, O.;
- Paepcke-Leicht Lumber Company, Chicago;
- Ward Lumber Company, Chicago;
- Long Pole Lumber Company, Watson, W. Va.;
- C. Crane & Co., Cincinnati, O.;
- Harris & Cole Bros., Cedar Falls, Ia.;
- Paddock-Richmond Lumber Company, Wise, Va.;
- Loomis & Hart Manufacturing Company, Chattanooga, Tenn.;
- Nigh Lumber Company, Ironton, O.;
- T. J. Asher & Sons, Walsota, Ky.;
- Swann-Day Lumber Company, Jackson, Ky.;
- Pardee & Austin, Sutton, W. Va.;
- J. B. Ransom & Co.,

Nashville, Tenn.; C. M. Carrier & S. Sardis, Miss.; Norman Lumber Company, Louisville, Ky.; E. L. Davis & Co., Louisville, Ky.; Parkersburg Mill Company, Parkersburg, W. Va.; Kentucky Lumber and Veneer Company, Robbins, Ky.; Friedman Lumber Company, New Richmond, O.; W. J. Cude, Kimmings, Tenn.; Little River Lumber Company, Townsboro, Tenn.; Swance Spoke and Lumber Company, Kuttawa, Ky.; Biggs-Van Sant Lumber Company, Huntington, W. Va.; J. D. Hughes Lumber Company, High Bridge, Ky.

The president's report was an outline of business conditions, present and prospective, and it was in view of these conditions, which were of such encouraging nature, that the meeting was called, and he suggested that it would be well to consider and publish a new list of values, which would better reflect existing conditions.

The secretary's report was a presentation of the work accomplished in the association since the annual meeting in January. In point of membership the association has increased from 143 to 213, and in production from 1,100,000,000 feet to 1,210,000,000 feet annually.

The treasurer's report showed receipts of \$11,149.20 and expenditures of \$10,994.03.

The valuation committees presented their reports, which were in the nature of a new list of prices, and in which there was a general increase all along the line. These prices will not become effective until the 15th inst., and it was voted to withhold them from publication until that date.

FINANCIAL RESULTS AT BILTMORE.

Before the American Forestry Association, at their midsummer meeting at Minneapolis, August 25 and 26, Dr. C. A. Schenck, forester of the Vanderbilt estate at Biltmore, N. C., made an interesting address, which, in effect, was as follows:

"Forestry means, for the private owner, the financial development of forestal investments. Where timber has little value and is not expected to have value in the future, forestry, as an enterprise, offers no inducement to the capitalist.

"By improving the means of transportation, the present value of the trees and the prospective value of the saplings growing near Biltmore on 130,000 acres of woodland has been greatly enhanced.

"The original investments have been reduced, on the one hand, by the removal of hyper-mature trees, and have been increased, on the other hand, by building roads, dams and chutes, by erecting saw mills, by clearing the forest where it stands on agricultural soil, by creating farms, pastures, villages, industries, and so on.

"Where the forest is cut on absolute forest soil unfit for any production other than trees, the rule is adhered to: 'No fellings without a definite aim at reforestation by nature's own means.'

"Obviously, the proper gauging of the investments made in forestry requires a long number of years. Another five years will elapse before the investments made at Biltmore have reached a figure and an equilibrium at which a steady surplus

revenue can be continuously obtained from the forest. The revenue derivable is expected to thereafter increase from year to year, with the waning of the American virgin forest and the coinciding increase of timber prices.

"Artificial planting is not resorted to at Biltmore excepting, however, the case of some 2,000 acres of abandoned fields lying in close proximity to town and afforested by planting pine, locust, cherry, walnut, etc.

"The forest is thoroughly protected from fire with the help of some seventy farm tenants living inside the tract, by a network of roads and trails—altogether over 1,000 miles—acting as fire lanes, by the interspersing of strips of farm land along the water courses, and of strips of forest pastures along the mountain tops."

YELLOW PINE FURNITURE.

The Lumber Trade Journal of New Orleans returns to the advocacy of yellow pine as a suitable wood for use in furniture making, and urges that the manufacturers of yellow pine lumber join in some effort to show to the thousands who will be in attendance upon the St. Louis exposition that attractive furniture can be made from the wood which is so abundant in the South. The editor of the Lumber Trade Journal, who spent some time in Paris during the exposition which was held in that city, as well as Charles E. Spratt, seem to have been impressed with specimens of yellow pine furniture which were found in some of the apartments occupied in Paris. It will be remembered that following the discussion of the adaptability of yellow pine for certain kinds of furniture, that two of the leading manufacturers of Grand Rapids brought out suits made of this wood. These suits did not meet with favor, and there is a good deal of a question whether any of the manufacturers of yellow pine went so far as to make purchases of the pieces which were shown, for their own homes. When this matter was under discussion before, the Journal pointed out that while yellow pine might be a good wood for furniture, that there were other woods which are better, and that despite good design and first-class workmanship, that the impression sure to be conveyed by the use of pine, is that the furniture is cheap. Besides this the tendency has for some time been away from the light woods rather than toward them. But this mere opinion should not prevent the southern manufacturers of yellow pine from exploiting the adaptability of this wood if they so see fit. They might furnish the House of Hoo-Hoo, which is to be built by the lumbermen, with articles made of this wood. They might induce manufacturers of first-class furniture to get out for exhibition in the section which will be devoted to furniture, a variety of articles made from this wood. But if anything along these lines is done nothing short of the best, both in design and workmanship, should be offered. A comparatively small amount of money, together with a good supply of

clear, to say pine lumber, would undoubtedly stimulate the manufacture of really up-to-date furniture after modern designs. After this much has been done it will still have to be determined whether or not furniture can be profitably made from yellow pine. With oak, which is still the staple furniture wood, steadily soaring in price, the furniture manufacturers will be only too glad to welcome any wood which is both plenty and cheap, and which will meet with favor at the hands of the public. We are still inclined to believe that there are other woods which are to be found in abundance in the South which can be turned to advantage in furniture making, and that the millmen of that section better keep the yellow pine in the channels in which it is being distributed, and turn to account some of the stumpage they are now passing over, and make something of the waste they are now sending to the burners. The cypress manufacturers are getting rid of some of their short stuff for drawer bottoms and backings, and in the construction of case goods. There is a cry for a substitute for poplar and basswood which the oracles tell us is to be found in tupelo gum, which is worth just about what it will cost to manufacture it. Yellow pine may not be used for fronts, bed ends and all that, but it may have uses in other directions.—The Furniture Journal.

The lumber market continues practically the same, and is not very encouraging from a boxmaker's standpoint. This is the time of the year when the trade ought to be seeing its way clear to accumulating a good stock of material, but in many localities it seems to take all efforts to keep stock coming in as fast as it is used up. One feature of the market is the moving of green stock. The stock is so scarce that in many cases there is no effort made to dry it before shipping, but it is rushed to the box factory as fast as teams and railroad facilities will permit. This emphasizes the existence of a desire on the part of the box men to accumulate stock at their yards, and that they are recognizing the fact that green stock on the yard is better than it would be piled in the woods or at the mills. The scramble for lumber is bringing tupelo gum to the front, and it has been a subject of quite a lot of comment during the past two months, so much so, that it practically constitutes a feature of the lumber developments during the last month. This wood will probably enter the package trade along with the sap of red gum without any distinction between the two, so far as prices or preference is concerned. Barrel and Box.

Harr's Bros. of Columbia, Tenn., will erect a mill at Shady Grove, Hickman County, Tenn., where they own a very considerable timber tract.

The Man About Town.

BY C. D. STRODE.

THE PEOPLE WHO PREY.

It is a mistake to divide the people of this country into two days: one whose interests are lost, antagonistic to the two good days, which are not one against the other. I should divide the line between the People who do Things and the People who Graft. Such a division could be made, would bring the honest men in one mighty battalion, and the dishonest, the rogues, in another mighty battalion.

And however much the matter may be confused in the minds of the people, that is the division today, and the struggle for supremacy between the two is the issue.

The man who does things, no matter in how humble a way, is entitled to respect and consideration. The man who, when night comes, has achieved something which has added to the wealth or knowledge of the world, and who does this day after day, year after year, is of the soil of the earth, whether he be an employer or employe. It is these men who have made this country and all countries. They have reclaimed the wilderness and made it blossom and bear fruit; they have built the cities and towns and villages; they have constructed the railroads, bridged the rivers and tunneled the mountains. And it is to be regretted that they should disagree among themselves.

Last Monday was "Labor Day," and was celebrated in Chicago by a parade of nearly 100,000 men. And the men in that line of march had my respect. They were union men. And while there are many things which the unions do that I do not endorse, I felt that the men and their unions were entitled to my respect, and they had it.

Personally, and aside from their organizations, the men are entitled to the regard of all honest citizens. They are hardworking men who give value received for the wherewithal to live, and when they die they leave the world their debtor. There is not a man lack of them but is worth all the idlers and dawdlers and grafters you can stand up between here and sundown. The man who honestly earns two dollars a day and lives with his income is a better man than the most elegant idler or most gifted grafter in the world. I'd rather have him for a friend and a neighbor, and I'd rather live in a community which his kind controls.

* * *

An army of 100,000 men makes an imposing spectacle, and the parade on Labor Day was none the less imposing because it was an army of peace. It was an army of builders and not of destroyers. An

army of sober, industrious men marching in the sweat of their brows.

In favor of Labor Day. I am glad to see the men who give of their strength and labor, and that they and their families may live in comfort, honestly and lawfully. I would like a day set aside as a special recognition of the dignity and importance of their station in this great nation.

And the employers, the merchants, manufacturers, architects, builders and bankers, and all that mighty army which furnishes the brains to direct the army of labor, and the capital for the commissary department, should celebrate Labor Day with their employes. Then we would have all the elements which lead to the upbuilding of such a community as Chicago marching under one banner. We would have all the forces that make for good government where we could get action on them.

Then I should like a day set aside in which all the grafters could be got out into the open and made to march in public procession. That would be a procession worth going far to see, if we could make them all march together.

And you'd be surprised at what a procession it would make. I don't mean merely those whom you lock your house against the sneak thieves, porch climbers and burglars, the pickpockets and highwaymen. I should want the promoters of dishonest schemes and their shyster-attorneys; the bribe giver and the false witness; the tax fixer and the dishonest official; the prostitute and the eminent citizen who rents his property for her use; the policy boss and the police officer who shares his gains; the ward politician who is on the city payroll without rendering any service; the men who buy public franchises and special privileges, and the men who sell them. In short, if you could get all the grafters of a city such as Chicago, all of them, little, big, great and small into one parade, you'd have such an array as would, in point of numbers, outvie our Labor Day parade.

For there is a host of them. Miserable curs, all, in whom I make but little distinction, and what distinction I do make is in favor of the common, ordinary thief, against whom we lock our door and bar our window. For his is a hard and unattractive life which does not tend to corrupt the youth of the land. He is what may be called an "honest grafter," if such a thing is possible. You are warned against him and prepared for him. His life is a hard one and full of risks and he is a respectable personage alongside of the "sure thing" grafter who sits in a high

place and enjoys the trust that is placed in him.

As I stood reviewing the parade an old gentleman who was standing beside me shook his head and said to me:

"It's all very fine, but it's a menace to the country."

I didn't ask him what he meant, but he no doubt meant that organized labor is a menace to the country, and while there is no doubt that he voices the sentiment of a respectable element of our citizenship, I think he is wrong.

I am not afraid of the man who works. The man who works eight or ten hours a day, building houses or bridges, making boxes or bedsteads, is not a menace to any community or to any country, and the more intelligent he is the less of a menace he is. Such a man is in favor of good schools and good churches and good government.

It is the army of grafters that is a menace to this country. And like as not the old gentleman belonged to this army. There are a number of gentlemen, citizens of Chicago, who own stock in the street railway companies of Chicago and are aware of, and heartily approve of, the attempts that have been made to secure a renewal of franchise by bribing the city council rather than by making an honest deal with the city; and there are a good many who own property from which they secure exorbitant rental because that property is used for unlawful purposes.

And the army of graft is especially the enemy of organized labor. The Sunday preceding the Labor Day parade the Chicago Federation of Labor met to make arrangements for Labor Day, and at that meeting a committee report was made recommending that a number of labor leaders be expelled because of charges of "grafting, stealing and traitorous conduct."

The grafters are ten times more the enemy of the union than the employers are. And the grafters are ten times the enemy of the employers that the unions are.

If the grafters could be eliminated the employers and the unions could get along without much trouble.

* * *

One thing that the Labor Day parade in Chicago demonstrated was that the cause of organized labor is not on the wane. It was the greatest parade in point of numbers ever held in Chicago, even exceeding the "Sound Money" parade of 1894 and being nearly double that of Labor Day of a year ago, which was the greatest parade of organized labor up to that time. The parade was impressive because of numbers and also be-

cause of the good appearance of the men. They were well dressed, orderly and intelligent looking. And they were sober.

I know that the impression exists in the minds of good many that labor unions are composed largely of red-faced men who sit about saloons and guzzle beer and talk anarchy. But a man holding such views would have been disabused by viewing that parade. They were sober, serious faced men, showing the marks of heavy toil. They didn't look to me to be a menace to anything, unless it would be a lot of corn beef and cabbage or something of that kind. They are badly led at times and are often sold out and betrayed, but they are men who mean well. I've made a study of human nature as expressed in the personal appearance of men, and you can't fool me on a square man, and the men in the parade were square men.

The harm that is done by unionism isn't the work of these men. It's the work of the grafters. There is an amount of scheming on the part of rogues to fool these honest, simple-minded people, and use their honest attempts to better their condition to furnish the motive power to turn various private grindstones that would surprise you. Dishonest walking delegates get their confidence and sell them out; political parties move heaven and earth to get their support for unwholy measures; all the thugs in town take advantage of a strike being on to revel in lawlessness and get a whack at their old enemies, the police, and have it charged to union labor; and politicians lie to them and mislead them. Yet through it all these people are making progress. And if any way could be devised whereby the grafters could be brushed aside and the laboring people who celebrated Labor Day could treat directly with that other great body of laboring men, their employers, face to face and man to man, they would make progress a good deal faster.

It isn't the matter of wages that makes the employers bitter against the union. A man doesn't, of course, want to pay any more wages than is necessary, but when he is prospering and making money, as he is to-day, the employer isn't going to make any great fuss about a few cents in the day's wages, if he is certain that the advance goes to his men and not to the grafters. And he resents having an impudent, beery bum come sneaking about his premises telling him how he shall run his business. If he was a decent man whom the employer could respect, who would conduct himself in a decent manner and wasn't, in so many cases, so palpably a grafter of the cheap and most offensive nature, the employer would not greatly object to treating with him as a representative of his men.

As before stated, if the element of graft could be eliminated and the hard-working employer could treat with his

hardworking employees, there would be but little trouble.

* * *

But you can't get rid of the grafters. Not now, at least. For the whole industrial, commercial, political and social system of the country is rotten with graft. There was never anything like it in the history of the world. The wonderful development of this country and the attendant prosperity has brought them upon us like a flock of hungry buzzards.

At the top is the great corporation which goes to Congress and buys tariff legislation which gives it license to levy a tax on all the people. You know that is done and so do I. We cannot hold any party responsible, for it was done in the Wilson bill and in the McKinley bill and in every tariff bill before Congress in recent years. I don't mean that the congressmen get the money. They no more get it than the members of the labor unions get the bribes given to the officials of the unions. The money paid for tariff schedules goes into the treasury of the party in power as a contribution to campaign expenses. Where it goes from there you don't know and I don't know.

Understand, I am making no criticism of the policy of extending tariff protection to infant industries that need protection. But you know and I know and every intelligent man who has given the matter any thought knows that the tariff schedules, as they are on the statute books to-day, are not arranged for that purpose. They are arranged to promote graft.

Then we have the trust organizers who organize for graft, the great corporations which corrupt state and municipal governments, and so on down to the contractor who takes a contract to supply a public almshouse and by means of graft fills it with rotten goods. Grafters all.

Then we have our political grafters, ranging from such a man as the boss of Pennsylvania down to the ward heeler who draws his pay from the city and earns it by doing dirty work for the grafter who got him the job. Grafters all.

We do not need to be told what a grip the political grafters have on the nation. We know that several of the states, and among them some of the richest and most enlightened, are absolutely entrapped, bound hand and foot for the grafters to plunder. And nearly all our large cities are in the same fix. Talk about the menace of organized labor!

* * *

And we have all become so used to it that unless some one pinches us up and reminds us of it we scarcely notice it. And many of us have to be a party to it and can't help ourselves. If a man starts in business in any large city and wants a railway switch run into his yard,

for his use, one of the first things he learns probably is that he will have to make a donation to the grafters.

It isn't the railroad, mind you. The railroad stands ready to lay the switch to get the business. But you must have a permit from the city, and the men whose business it is to grant the permit won't do it until they are paid; not lawfully paid, mind you, but bribed. Of course, it's a contemptible, low down business, but what are you going to do? Why, you are going to cuss a little, probably, but you are going to "give up."

In fact, there isn't anything else for you to do. If you ask your neighbor how he got his switch he will tell you he got it by "giving up" to the grafters. And will tell you there isn't any other way to get it. It isn't any use to make a noise and expose the attempt that is being made to hold you up, for everybody knows the situation. And if you want the switch you'll have to pay the grafters their rake-off.

And you will find that there are a number of other things that you will need to pay for. You will find that the laws of the municipality are very strict—so strict that they will hamper you in the conduct of your business; but you will soon learn why they are so. You will find, probably, that the laws which hamper you were first proposed by some well meaning crank and that the grafters joined in and helped the crank get the law enacted, claiming great credit therefor. And you will learn, without much trouble, that you will be permitted to violate these laws for and in consideration of certain bribes paid to the grafters whose business it is to enforce them; and the first thing you know you are drifting along in the high tide of graft, handing this man a piece of money and that man a piece of money, and thinking little of it.

* * *

But what's the use, you say, of going over all this ground? You know all about it and so do all of us, and deprecate it and wouldn't be a party to it if we could help it, but what's the use?

But this was all occasioned by that old gentleman stating that the labor unions are a menace to the country. And as I looked at those honest, hardworking men tramping sturdily through the streets I couldn't believe it. And I don't believe it. I've got confidence in the man who earns his bread in the sweat of his face.

It is the grafters that are the menace to this country. They have seized on nearly everything, and in one way and another get a scalp out of everything going. The danger there is in labor unionism comes not from the men who compose the unions, but from the grafters who are fencing the unions away from their employers and demanding a rake-off from both sides.

And don't you, Mr. Business Man, sneer

of the policy of the... let the grante... They have b... for years, and y... best.

... who compo... must join with the... to compose the... to drive out the...

... who are working night and day... duty clutches on the labor... Put the boots to them and the... in labor unionism will be...

... before stated, the men in the line... Labor Day parade did not appear... to be a menace to anything unless... to be a good mess of victuals.

... to abandon oak ties and use... sleepers. The wear and tear... wood is much greater and... until other wood can be... about 60,000 acres are cut down... for the use of the railways and... being severely felt by the... have timber on their... The railroads in the South have at... practical monopoly of the oak... and the other roads are compelled to pay... advance for their ties.

Edwin D. Land has resigned his position with the Fortstown Manufacturing Company, where he was secretary and general manager, to come to this city to engage in the lumber business.

George H. Huganir has succeeded John E. Fleming as the local representative of Wiley, Harker & Camp Company. F. W. Aldrich, of the Galloway Peace Company of Johnston City, Tenn., has taken the position formerly occupied by Mr. Huganir with Bliss & Van Anken.

GOTHAM GLEANINGS.

Trade is beginning to revive and local conditions have improved so much that the retail yards are taking heart. They are not overdoing the matter, though, by giving very large orders for lumber, but still there is a tendency to get over the fear that there will be no building done this autumn, simply because a few of the big unions prefer to be idle. If the strike should end one of these days, we will see the biggest boom known for many moons.

As piano makers use considerable hardwood, it is of interest to note that the Aeolian, Weber Piano & Pianola Company was incorporated at Trenton, N. J., recently, with a capital of \$10,000,000. The new concern embraces the Aeolian Company of New York, which had already absorbed the Pianola Company, Votley Organ Company of Garwood, N. J., and the Vocalion Company, Worcester, Mass. The Weber Piano Company includes the Wheelock and Snyvesant Piano Companies, Orchestrelle Company of London, and Choralion Company of Berlin. The officers are: President, Harry B. Tremaine; vice-president, Atherton Curtis, and treasurer, E. B. Wheelock.

M. B. Farrin, the prominent hardwood lumberman, sailed for Europe about ten days ago. He goes abroad for pleasure, and will be absent about six weeks or more.

Charles G. Horton of 692 West Thirtieth street, this city, who will be remembered for his alleged chronic disinclination to pay the lumber manufacturers of the West and South for stock delivered, and who was prosecuted by the National Wholesale Lumber Dealers' Association some three years ago, has filed a petition

From Near and Far.

CHICAGO COMMENT.

We are in receipt of notice from Frank M. Croelman, wholesale lumber, to the effect that he has secured larger quarters and moved his office to 695 Merchants' Loan and Trust Building, 135 Adams street. His new telephone number is Central 5019.

F. H. Cass, lumber agent of the C. & N. E. Railroad, is on a hunting expedition in the wild and woolly West. He expects to land at least one mountain lion. It is as well to be ambitious if it were not for the disappointment afterwards.

The South Side Lumber Company, who were recently burned out, are planning to erect what is said will be one of the finest hardwood flooring plants in the country. It will be built on the old site at Ashland avenue and Twenty second street, and the construction will commence at once.

H. C. Jackson, representing the W. M. Weston Company of Boston, has just returned to Chicago from a trip throughout Wisconsin. He reports a decided scarcity in hardwoods in that section.

Willis T. Biederman, one of the best posted lumber agency men in the business and a former neighbor of the Record, but now superintendent of the Credit Rating Department of the National Lumber Manufacturers' Association, with headquarters at St. Louis, was tramping around over old territory last week, and that is how it happened he got into the Record office. He states that the new department of the association which he has in charge is making splendid progress and will be in shape to give their members complete and valuable service by January 1, 1901.

The inspection bureau committee of the National Hardwood Lumber Association held a called meeting in Chicago on Thursday, September 3, the following members being present: J. W. Thompson, M. M. Wall, A. J. Lang, Wm. J. Wagstaff, C. H. Stanton, W. W. Knight, E. A. Swartz.

Earl Palmer, of the Ferguson-Palmer Company, Paducah, Ky., was in Chicago on business last week and was a welcome caller at the Record office.

PHILADELPHIA POST.

Philadelphia business men, and lumber dealers in particular, are jubilant over the prospects of having a direct line of steamers between this city and New Orleans. The project has been a matter of discussion for a long time, but during the past week the establishment of the line has practically become a certainty. This assurance was given by the special committee of the New Orleans Board of Trade, which was sent to this part of the country to inspect the various ports with the view of selecting a terminus for the new line. Although both New York and Baltimore offered many inducements, the committee has decided that this city gives the most advantages.

Business men are already beginning to forecast the benefits that will accrue to this port as a result of the new waterway. Lumbermen have long experienced difficulties in securing shipments of hardwoods and other lumber from the Southwest, all of which will be obviated by the new line. The vessels will have a greater carrying capacity than the railroads, with the surety that the consignment will arrive in bulk. Consignments will also reach their destination near the scheduled time, as there will be no delays by having the freight sidetracked, as so frequently happens.

The use of hemlock for the construction of buildings in which large crowds of persons are apt to congregate was severely condemned by a jury of six builders who were called upon to investigate an accident at the Philadelphia Ball Park. An overhanging balcony gave way under the weight of the crowd and twelve persons were killed and several hundred injured. The balcony had been supported by hemlock joists, which, however, had been in position for eight years and exposed to the sun and weather. The finding of the jury was partly as follows:

"This jury recommends that the Bureau of Building Inspection allows no hemlock lumber to be used in the construction of stands of a permanent nature or buildings in which large assemblages congregate."

As a result of the high prices of hardwoods, the railroads in this vicinity have

in bankruptcy, with liabilities of \$180,000 and no assets. The creditors number fifty-three, and are scattered through twelve states. Horton claimed to be manager of the Consolidated Lumber Company, 73 Bedford avenue, Brooklyn, and also figured as the J. W. Martin Lumber Company, and W. H. Horton. His prosecution in 1900 failed, because his alleged victims were, it is claimed, bought off.

* * *

A recent visitor here was Phil V. Davis, of the Millars, Karri & Jarrah Company, Ltd., Perth, West Australia. Mr. Davis came from England for a flying trip, and has already returned.

* * *

John J. Lawrence, 598 East One Hundred and Fortieth street, formerly in the lumber business, has filed a petition in bankruptcy, with liabilities, \$4,421, and nominal assets, \$318.

* * *

Included among recent visitors to the trade were: George W. Gates, of the American Lumber & Manufacturing Company, Pittsburg; H. Gause, of the Diamond Lumber Company, Wellington, Del.; Alfred Van Horne, of W. E. Kelley & Co., Chicago; R. T. Jones, of the R. T. Jones Lumber Company, North Tonawanda, N. Y.; R. C. Lippincott, Philadelphia; J. M. Hastings, of the J. M. Hastings Lumber Company, Pittsburg; P. M. Whaley, Bowerton, N. C.; Francis J. Snow, Greenfield, Miss.; J. A. Cheyne, secretary Pennsylvania Door & Sash Company, Pittsburg; J. W. Troncoe, of the Goodyear Lumber Company, Buffalo; Frederick Wilbert, Plaquemine, La.; E. A. Hallam, president of the Red Cypress Lumber Company, Macon, Ga.; Cyrene Boice and Hubert L. Grogan, of the Boice & Grogan Lumber Company, Boston; C. L. Ritter, of the C. L. Ritter Lumber Company, Clay, W. Va., and Wm. B. Stillwell, Southern Pine Company, Savannah, Ga.

* * *

R. H. Van Sant, the poplar manufacturer of Ashland, Ky., after spending a short vacation at Spring Lake, N. J., passed through the city recently on his way home.

* * *

J. Ralston Grant, secretary and treasurer of the Woodstock Company, dealers in hardwoods, New York and Jersey City, died on August 26, from paralysis, at his home in Orange, N. J. Mr. Grant was prominent in local hardwood circles, and was well liked for his many social qualities. Mr. Grant was 48 years old and a native of Philadelphia. A widow and five sons survive him.

* * *

A new hardwood firm in this city is that of F. H. Doyle & Co., 16 Beaver street. Mr. Doyle was formerly connected as salesman with prominent lumber houses here, but lately he has been interested in buying lumber in West Virginia. The

specialty of the new house is the wholesale handling of poplar, oak and ash.

* * *

Richard W. Price, of Price & Heald, wholesale hardwood dealers, Baltimore, Md., has booked his passage from this port on the 10th inst. for England and the Continent. The trip is purely a business one, and Mr. Price expects to be away several months.

* * *

The southern pine wholesalers of this city plan a meeting this week at which it is more than likely an association will be organized, based probably on the lines of the Georgia Saw Mill Association.

* * *

Wm. L. Marshall, dealer in cabinet woods and veneers, this city, sailed for Europe recently.

BUFFALO BITS.

The Buffalo Box Factory was incorporated September 1, with \$125,000 capital. The following are the names of the directors: James Fenton, S. E. Croll, H. N. Sickler, J. B. Fenton, R. E. Newell.

* * *

The trip down the river on the 18th of last month, participated in by the local lumber men and railroad men, and visitors accompanied by their wives and lady friends, was such an unqualified success that it has been decided unanimously that at least one of these yearly outings will include the ladies. Those who did not take in this last trip missed a great treat.

* * *

Great preparations have been made for the entertainment of all participating in the Hoo-Hoo convention to be held in Buffalo next week, and I am authorized to state by those in charge that there are ample funds in the treasury to guarantee a grand good time to everyone.

* * *

Without going into details, I can state that the lumbermen of Buffalo, as well as some not of Buffalo, have come to the front in a most liberal and open-handed manner, without exception. Of course, this is the lumbermen's usual way of doing things, but it is pleasant to record that Buffalo is not behind the rest of the country in such matters.

It is generally conceded that there is not a city in the United States more suitable in every way for conventions than Buffalo. It is beautiful in itself, clean and healthy and easy of access, although a little hard to get away from sometimes. The surroundings also are more than interesting and attractive. I need not say anything about the hospitality of Buffalo people to the strangers within her gates, as that is proverbial. All of which goes to show that you will miss it if you do not attend the convention here next week.

A program of entertainment for the

Hoo-Hoo convention will be found in another part of the paper.

* * *

Mr. S. A. Mundy of Bradford, Pa., well known to most Buffalo lumbermen, was in town recently. Mr. Mundy has invested largely in timberlands in British Columbia, and is also interested in Buffalo real estate.

* * *

Mr. Homer Kerr, manager for the Keeny Lumber Company, who has been down with typhoid fever for about two months, is able to sit up a little every day and hopes to get out again in the course of a week or ten days—if he has no set back.

* * *

Mr. H. S. James, secretary of the Empire Lumber Company, has returned from the mills of the company at Empire, Ark., where he has been for about a month.

* * *

Mr. Angus McLean killed two bears on his vacation, recently ended.

* * *

Orson E. Veager reports business as being exceptionally good with him, and sees no reason why the fall trade should not be fully as good, if not better.

* * *

The lake shore is becoming quite popular as a summer resort for Buffalo lumbermen, and quite a number go out every summer in the neighborhood of Angola. Mr. Millard S. Burns has a summer home there, where he goes every year.

* * *

Mr. Rob Kleinheider was at Camp Bennett, Angola, with his wife and family. There were more campers along the lake this summer than ever before and quite a number of lumbermen amongst them.

NEW ORLEANS.

Several points of interest have developed recently. One of these is the organization of a local company with a million dollars capital for exploiting the mahogany and rubber business on some extensive holdings in Mexico. The name of the new concern is the Southern Rubber Plantation Company, and the officers and directors are, Albert Mackie, president; A. R. Blakely, vice-president; John C. Robinson, general manager; John Elsee, plantation manager; Carroll & Carroll, attorneys, and A. B. Wheeler, J. Watts Kearney, Peter U. Poesend, Henry Lehmann, Henry Wilkerson and Guy E. Watson, directors. The property which the company intends to develop is already in their possession, and is located in the state of Chiapas, near the Yucatan line. The lands are accessible to navigation, being upon the Usunadunta River, at the mouth of which there is a port in direct steamer communication with Vera Cruz. Mr. Robinson, the organizer of the company, is familiar with the territory, having been the assistant general manager of the "Mexican Rubber Company." The company expects to supply a

of the Louisiana State Lumber Association, and the Louisiana Lumber Association, and the Louisiana Lumber Association.

At the same time, the most important lumbering interests along the coast are now busy in the Louisiana Lumber Association at Louisiana Lumber Association, and the Louisiana Lumber Association, and the Louisiana Lumber Association.

The suit of the Central Yellow Pine Association against the Illinois Central Railroad is interesting to all lumber circles to say the least. While it is brought on the part of the people, the result will also affect the hardwood interests, for the suit is in the nature of a test case, and if the final decision is favorable to the lumbermen, it will be a much to all lumbering interests. There is some discussion among local men as to the ability of the association to prove the heavy damage alleged to have been inflicted upon its members by the increase in rates levied by the Illinois Central and the other railroads which have adopted a kindred tariff. The greater number of opinions have it that the estimate is very conservative, and can easily be substantiated before any tribunal.

Just now the preliminary stir to the movement of the sugar crop is beginning to be felt among the cooperages, through the commission houses that handle the sugar and the molasses, and in the retail offices. The sugar and molasses of Louisiana last year required over two million barrels to accommodate it, nearly two million and one half. It is estimated that the cooperages of New Orleans supplied fully one million of the barrels used. There were about one million seven hundred thousand barrels of sugar, packed in skook barrels of elm, gum, hickberry, and similar woods; while the molasses was packed largely in tight oak barrels, although many of the plantations supplied their own wants with tight express barrels made from staves produced upon the plantations and set up by coopers in Louisiana. The tendency last year, accentuated this year, is to use more oak staves, and less of the express. Experience has shown that generally the oak barrels are more satisfactory, and stand long shipments and long keeping better than do the express barrels. Just now the oak lands of Louisiana, Northern Louisiana and Eastern Mississippi are being developed in a way that has been rather lost sight of, to wit, the tremendous stir and bustle of the yellow pine, but oak really deserves the attention. It is estimated that the shipping to New Orleans of the Frisco and Shreveport and Red River Valley railroads will add greatly to the timber

of New Orleans, and which have to be used for product upon the coast. Piled up and down the Red and the Mississippi River. The staves of staves and hoops into the cooperages will begin heavily during early September and will last until well on in the early winter. A new stove and head plant was recently established in New Orleans. A new cooperage plant was established in Jackson, Miss., and also in Aberdeen. Several mills through Mississippi have installed stove departments, which will endeavor to meet the local demand, as well as make staves and hoops for export.

Exports of hardwood sundries through New Orleans to Europe have kept up well during the summer. Last week several large consignments of handles and cars went to Germany, while the stave shipments to all the wine reducing countries were heavy. Several shipments of gum and elm were made, while there were one or two shipments of block for use in ship outfitting, etc. Several ships are now loading which will carry heavy lumber shipments.

AT MINNEAPOLIS.

D. F. Clark, of Osborne & Clark, the well known wholesale dealers here, has been spending several days in Wisconsin, picking up stocks to supply their active demand.

A. S. Bliss, who moved here recently from Marshfield, to become the local representative of the R. Connor Company, has established an office at 1119-1120 Lumber Exchange, and is actively marketing their hardwood, hemlock and white cedar products.

W. B. Judd, in charge of the cooperage department for the Morse Grain Company of this city, is spending some time in the South, arranging for more extensive supply of gum staves and heading for the local trade. Since opening up this summer he has disposed of 15,000,000 staves, and a large quantity of heading, some of his orders coming from as far east as Michigan.

MEMPHIS MATTER.

Three of Memphis' prominent lumbermen have been taking their late summer vacation in Colorado, Messrs. E. E. Tenenzer, R. J. Darnell and J. W. Thompson.

Geo. Ehemann, of the firm of Bennett & Witte, has returned from a business trip to about Paducah, Ky., and Cairo, Ill., for his firm.

Geo. D. Burgess, of Russe & Burgess, is on a trip East. Mr. Burgess has been moving about right smart since his part-

ner's return from Europe, having visited ports in the Atlantic country from Old Mexico to Port of Spain in a very few weeks.

The J. Porter Lumber Company of Russellville lost about 120,000 feet of lumber and a dry house by fire on the 27th of September.

J. M. F. Richard, of the Long Knight Lumber Company, Indianapolis, Ind., was a visitor in the Memphis lumber market a few days ago.

The large saw mill of W. H. Nichols, located about five miles from Troy, Tenn., on the Ocho River, was destroyed by fire September 1. The origin of the fire is unknown. The loss is about \$1,000, with no insurance.

NASHVILLE NEWS.

The following Nashville people have gone to the Boo Boo annual at Buffalo: Hamilton Love, J. H. Baird, J. A. Hamilton and wife, John Kirkpatrick and wife, T. P. Ayres and wife, W. H. Gleaves, W. A. Reddy, Edward B. Martin, R. P. Webb and Miss Annie Sherrill Baird.

The Edgefield & Nashville Manufacturing Company has filed an amendment to its charter increasing its capital stock from \$100,000 to \$150,000. This firm has been building up quite a business in hardwood interior work throughout the South.

The Davidson-Benedict Company is working all of its mills here at Nashville and over on the Cumberland plateau. The firm reports a good improvement in the lumber business within the last few days by way of a resumption from the summer quiet. They are selling extensively both in the West and East, and exporting but a small amount of stock. M. F. Greene is expected back from Chautauqua, N. Y., in a very few days now.

Loft & Bauer, at Oakwood suburb, Knoxville, Tenn., have nearing completion a 35,000-foot capacity lumber mill. Cincinnati capital is said to be connected with the new enterprise. The mill and plant equipment has cost about \$50,000.

At McEwen, Tenn., Jones & Cowen lost a planing mill and saw mill by fire this week. Several thousand feet of lumber were burned. There was no insurance.

\$12.00 TO NEW ORLEANS AND RETURN.

Mobile & Ohio Railroad will sell round-trip tickets at above rate from St. Louis and Chicago, Ill., and intermediate stations to New Orleans, Mobile, Montgomery and other southern points on September 15 and October 20. Sixteen dollars from Chicago. Liberal limits and stopovers. Jno. M. Beall, A. G. P. A., St. Louis.

"MILL RUN, CULLS OUT."

Editor Hardwood Record, Chicago, Ill.

Dear Sir:—Will you please state in the next issue of the Record what is generally understood by the term, "Mill run, culls out" in hardwood lumber? Please say also what grades of hardwood a buyer can demand under a contract reading, "Mill run, culls out."
SUBSCRIBER.

In reply to the above letter we would say that the term "Mill run" is not defined in the rules of the National Hardwood Lumber Association now accepted to be the standard of the country. "Log run" is defined as the full cut of the log with No. 3 common out. "Mill run" is usually used to mean the full run of the log, including No. 3 common or mill culls. According to the rules of the National association there is no such a grade of lumber known as "Culls." What was formerly termed "Culls" is now No. 2 common, and what was formerly termed "Mill culls" is now No. 3 common, but the term "Culls" is still used to a considerable extent to represent No. 2 and No. 3 common.

"Mill run, culls out" is an unusual way of defining lumber in a contract, but we can only construe it to mean "common and better," which is defined in the National Hardwood Lumber Association's rules as the full run of the log, with No. 2 and No. 3 common out.

**THE FERD BRENNER LUMBER CO.**

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

We are in the market to buy all Southern Hardwoods. Correspondence solicited.

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.

THE MARKETS.**CHICAGO.**

The "anvil chorus" has been working all summer on hardwood prices, but have not succeeded in hammering out much of a reduction. The "anvil chorus" in this illustration is made up largely of consumers of hardwoods, each and every one of whom have tried their level best to reason out to the hardwood lumber salesman that a declining market was the only thing in view. There is no doubt but that there has been some shading of prices during the past two months from those in effect just prior to that time, but they were of such slight character and of such rare instances that the stability of the market was really unaffected.

At this writing there is a toning up all along the line. The upper grades of all varieties of hardwood are very active and with two or three exceptions are bringing as high prices to-day as they ever did. The medium grade goods, too, are in good demand and are getting back, after the midsummer lull, to the high price limit reached earlier in the year. The call for the lower grades is more uncertain. Prices are pretty well maintained, despite the large amount of substitution, and perhaps by reason of it.

From a local point of view there is hardly any reason apparent why hardwoods should not continue in good demand. All lines of hardwood consumption are preparing for a big business. If there is any weak spot it is in the building line. There has been curtailment in that respect, the reason advanced being the high price of labor and materials. There being no change from this condition in sight, it is probable that further delay will characterize the situation.

The supply in the market is generally short.

NEW YORK.

It cannot be denied that while the hardwood market generally is in excellent condition, the demand for hardwoods locally is not exactly what it should be. The fall trade has opened up and the manufacturers of furniture, of pianos, etc., are busy, but the local call for hardwood moldings and trim has been partially halted by the strike conditions, and the retail lumber yards are failing to stock up as they usually do at this season in order to be ready for a good fall demand.

Firm prices are still the rule, and this is certainly not due to conditions locally. It is because of the scarcity of stock at the sources of supply and to the demand that comes from other points of the compass, as well as from the outlying districts, where work is going on as usual and the voice of the walking delegate is neither so strenuous nor so authoritative as it is in these diggings.

Only a very slight improvement is to be noted in the export trade. It is difficult for dealers to fight the belief abroad that prices ought to be lower on the better grades of hardwoods, especially as he is confronted with consignment cargoes that the owners sacrifice for ready cash.

Poplar continues to be firm, with the best grades in anything but big supply. Inch firsts and seconds are steady at \$52.50, and inch No. 1 and common, \$37.50 to \$39.

Quartered oak is holding its own at prices ranging from \$77 to \$81. It is hard to get good, desirable stock and buyers are willing to pay what is being asked. Plain oak is firm at \$44 to \$46. Ash is in somewhat better call at \$42.25 for inch firsts and seconds, and chestnut is firm and steady at \$44 to \$46.

THEO. FATHAUER CO.,

YARDS ON GOOSE ISLAND. OFFICE, 235 CHERRY AVE.

TELEPHONE, NORTH 907.

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.

**TAYLOR & CRATE
HARDWOOD LUMBER**

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for the future.

(Established 40 Years.)

WANTED.
 FIRST AND SECONDS AND COMMON
PLAIN AND QUARTERED OAK.
H. E. CHRISTIAN,
 INDIANAPOLIS, IND.

SAXTON & CO., Ltd.
 Exporters and Dealers
LUMBER AND LOGS
 KNOXVILLE, TENN.
 Liverpool & London Chambers LIVERPOOL.
 85 Gracechurch Street, E. C., LONDON
 CABLE ADDRESS- SEVIER.
 A. B. C. Zebra, Lumberman's W. U. and
 Private Codes

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 East 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,

W. B. DAVENPORT,
 Industrial Commissioner C. M. & St. P. Ry.
 660 Old Colony Bldg., Chicago, Ill

ST. LOUIS.

The lumbermen of the St. Louis port are satisfied with sales this week. A feeling of satisfaction pervades the entire port of the whole city. After two weeks of enforced inactivity the rest of the city so far as the freight trade will permit, is moving along on an even keel and the wholesalers are in a position to give reasonable attention to their orders. A strike among lumber teamsters, which effectively closed up the St. Louis yards for a period of two weeks or more, has been declared and it is settled in such a way as to give a complete victory by the lumbermen against the unreasonable demands of the teamsters. The settlement of this strike also puts an end to the sympathetic strike in the box factories and a number of important strikes among lumber pipers, and the end came sooner than many had expected.

General business conditions, as reported by the dealers of this city, show a slight improvement over the conditions prevailing during July, and it is believed that very heavy business will be in progress by the end of the month. In addition to this, there is a hardening of values which is noticed on nearly every one of the items handled in this market, and no one now believes that a decline can possibly take place before next spring, even if then. The local demand from the planing mills is not particularly heavy at just this time, because of the small amount of building calling for hardwood finish. In other lines of local consumption, however, the demand is excellent and those entering to this trade are unable to supply more than the immediate requirements of their customers. The northern, eastern and western country reached by St. Louis lumber is buying with increased freedom, now that the worst of the summer is passed without even a wavering of prices, and, while many are still only willing to buy on a hand-to-mouth basis, the majority are absorbing all they can secure. A condition which is seriously affecting the local situation is the car shortage in the southern country and the discrimination against St.

Louis lumber because of the freight congestion existing in this city. As was reported about two weeks ago, the majority of the railroads east of the river refuse to accept freight for St. Louis, so that this is compelling those of the local people buying lumber from Tennessee, Kentucky, Mississippi and Alabama to hold their purchases at the mills until such time as shipment can be made. Even west of the river there is considerable difficulty in bringing in lumber because of the car shortage and the unbusinessness of many of the roads to allow their cars to get mixed up in the tangle at St. Louis, so that the receipts of this port are lighter than was the case a month ago, although the southern production is heavier and the purchases at initial points are also heavier.

The local market has changed very little during the past two weeks other than that local stocks of dry lumber are poorer than at that time. Present receipts are made up almost entirely of absolutely green stock and the country demand is only for dry, so that the lumber which is accumulating at St. Louis, and there is no great amount of it, is absolutely green and cannot figure into market conditions before next spring. Quartered oak is the scarcest item on the market and is wanted at almost any price, some of the dealers having oversold. Both inch and thick plain oak are in poor supply, except so far as green stock is concerned, and stocks are far below the normal for this season. There is an active demand for small dimension oak and also for car stock and bridge plank, and very unusual prices are being offered for these items.

Cypress receipts have been somewhat heavy during the past few weeks, a number of large river shipments having been received. Stocks are still very incomplete, however, and much more lumber is wanted. Poplar is very desirable in all grades and thicknesses, but there are no receipts except of Mississippi stock. Considerable gum on old contracts is beginning to arrive, but this has not yet affected general prices and the demand is still better than the supply. Cottonwood, also, should show up in better volume this fall.

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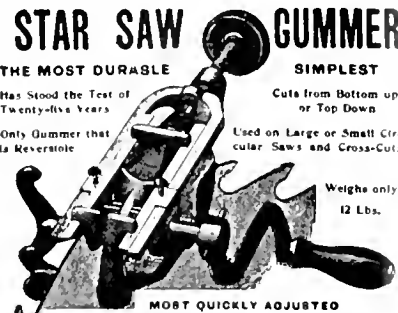
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Cuts off the Backs of Teeth, as well as the Gullet

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It is just what you say it is
I used another make of Gummer before I thought a Star in use
I like yours best

MILLER OIL & SUPPLY CO.
INDIANAPOLIS, IND.

But it is believed that nothing can possi-
bly cause a decline in the present prices.
The chair and other furniture people are
somewhat anxious to buy 1 and 1½ inch
elm, but are able to secure very little.
Dickory and ash are wanted in both lumber
and cut-to-size wagon material, but the
receipts of both are very light. Other
woods remain about as they have been
and the general market is very strong.

PHILADELPHIA.

The past month has been one of the
bullest in the experience of the local lum-
ber dealers. In addition to having to con-
tend with the regular summer slump,
there has been but little buying as a re-
sult of the high prices of all kinds of lum-
ber. Hardwoods and all other stocks have
maintained their prices throughout the
summer. Builders and other business
men who depend upon the lumber market
for material, believe that prices will fall.
As a result of this very general impres-
sion, contractors and builders are holding
off, in anticipation of lower prices, and
many business operations have been sus-
pended until the fall. Experts who are
familiar with the lumber market declare,
however, that the prices will not be lower.
In support of this assertion they say that
although the figures are higher than usual,
they are no more than they should be.
The supply of lumber is decreasing, they
say, while on the other hand the demand
is constantly growing. The present mar-
ket prices are nearer the real value of
lumber, and it is freely predicted that
stocks will shortly go higher, instead of
selling off.

Hemlock is one of the most active of
woods. Despite the fact that it has re-
cently gone up in price, the dealers are
talking of adding an additional 50 cents to
its figure. The mills have no surplus stock
on hand, and although the season is dull,
there are sufficient orders to consume
everything in the yards. White pine has
fallen off somewhat in demand, but yellow
pine continues to command good prices.
All of the other stocks have been well
supported, considering the depressing mar-
ket.

PITTSBURG.

With the return of lumber dealers and
contractors from their summer outings,
the lumber market is taking on a dis-
tinctly brighter tone and the prospects
are good for a brisk fall trade. Owing
to the continued labor disturbances since
last spring the local sales have been cut
down way below what the nominal condi-
tions warranted. An effort is now being
made to adjust the wage scales annually,
and at the same time which will benefit
lumbermen no less than architects, con-
tractors and builders. That this move is
satisfactory to all persons engaged in
building is shown by the way projects
have been shoved on to the boards since
August 15, when the labor disputes were
finally settled, at least for this fall. This
phase of the situation has an important
bearing on the lumber trade in Pittsburg,
as house building has been greatly cur-
tailed by the constant strikes, and to this
source dealers look for a large proportion
of their sales.

Dealers in general are inclined to take
a very hopeful view of the situation. One
serious drawback that affects speculative
building is the tight money market, for
which no great relief is promised for some
time. With conditions fairly favorable
the fall and winter business in lumber is
likely to exceed that of last year by at
least one-fourth. Never before were so

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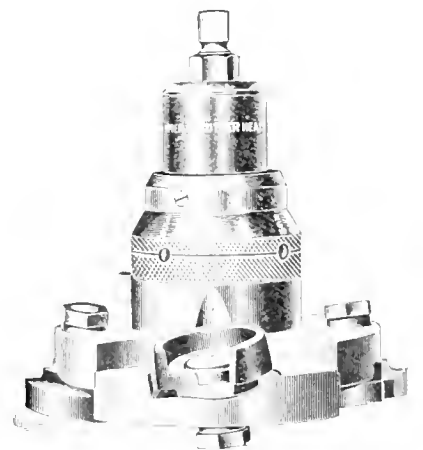
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ASH, CHESTNUT, WALNUT,
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ALWAYS IN THE MARKET.

135 W. HALSTED ST., CHICAGO.

... making logs...
...the stump. In W...
...Pennsylvania, K...
...Georgia and the C...
...secured large tr...
...their winter's...
...for leg lots of lum...
...Prices of timberlands...
...and Tennessee, accord...
...in the field, have...
...20 per cent within a year.

MINNEAPOLIS.

Locally the demand for hardwood is...
...the factories seem to be buying...
...only for present needs. The only thing...
...that they will take as fast as it is offered...
...quartered oak, which the jobbers find...
...almost impossible to supply. Other...
...stock is hard to sell, as the factories won't...
...buy when they can get it, and then come...
...asking for it when there is none to be had...
...The bulk of the trade is being done with...
...the country yards, and this is improving...
...fast. In fact, the only thing that is keep...
...ing down the volume of trade is inability...
...to fill orders. There is an active call for...
...basswood, and even now stocks are hard...
...to find. Local jobbers believe they will...
...be able to supply the market all right this...
...winter, and accuse the small mills which...
...have not contracted their output of hold...
...ing it up for a squeeze. At any rate, it...
...is hard to get the millmen to sell at pre...
...vailing prices. Birch is in fair demand...
...especially from the factories. Jobbers...
...who have orders for cottonwood are hav...
...ing a hard time to supply them, and find...
...prices higher than they had looked for...
...Gum continues to come here to supply the...
...local coopers with staves and heading, but...
...shipments are very slow to arrive, and...
...some of the consumers are getting very...
...impatient.

Prices for all kinds of hardwood are...
...firm, and jobbers do not look for any...
...material change here. They are satisfied...
...that there will be no break, and while...
...conditions may warrant an advance on...
...oak, it is doubtful if the trade would stand...
...for it this year, and sentiment is against...
...any change this fall.

NASHVILLE.

The manufacturers in Nashville open...
...the fall inquiries now with more frequen...
...than is usual so early in September as...
...this. The outlook for fall orders is good...
...and the price list is firm. The manufac...
...turers have recently been doubling up, so...
...to speak, in order to get plenty of stock...
...with which to enter the fall market. C...
...hestnut is a little more plentiful than...
...it has been and is selling at \$39 to \$41...
...for thicker. Poplar is bringing the list...
...price of \$43 for inch stock and inquiries...
...are free. Plain oak, both in white and red...
...is more plentiful than it has been. It is...
...selling at from \$33 to \$34 for inch stock...
...up to \$43 and \$44 for 2 1/2 and 3 inch. Q...
...artered oak has hardly gotten as plenti...
...ful as plain oak. First and seconds in the...
...last wood in inch stock are bringing \$61...
...to \$96.

MEMPHIS.

The mills here have been working very...
...hard to enlarge their stocks. The fall...
...trade has already given signs of openin...
...up and inquiries are much more free th...
...two weeks ago. The market is holding...
...up stiff with improvements to be not...
...ed on quartered red oak, cottonwood and...
...plain oak. Cypress is more plentiful. G...
...um is the most plentiful thing on the m...
...arket, but there seems to be no dull it...
...em. Quartered white oak, while not bro...
...ken in any way, hardly seems to have its...
...late pres-

CHARLES H. BARNABY,
MANUFACTURER
BAND SAWED HARDWOOD LUMBER
QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.
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COTTONWOOD AND GUM
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10,000,000 CEDAR SHINGLES.
CARGO SHIPMENTS A SPECIALTY.

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Basswood, Birch, Beech,
Cedar Posts and Ties,
Hemlock Tan Bark.
RAIL OR WATER SHIPMENTS.

tige in the market. The firms shipping West make some complaints on the recent workings of the railroads and their embargo. The eastern business is livening up somewhat.

NEW ORLEANS.

Lumber business generally, and the hardwood lines with it, is rapidly increasing the range and scope of its activity in New Orleans and the country round about. September 1 will see a great activity in the barrel and cooperage lines, while exports of staves have been very heavy during the entire summer and continue in considerable quantities. The hardwood resources of Mississippi, Louisiana and Arkansas are being exploited, and the two weeks elapsed today have seen at least three new establishments which will handle these various woods.

July was the period of renovation, mill cleaning, repairing, and taking stock with all the mills in and about New Orleans. The early weeks of August witnessed the completion of nearly all these mill vacations, and by the latter part of the month nearly all mills were running full force to fill the heavy demands for lumber of all grades. Purchases of mill supplies, extra saws, and machinery, and machinery hardware have been very general from all the yellow pine belt, and also from the hardwood districts of the neighboring states. These, however, will shortly cease to a great extent.

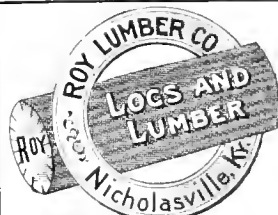
BUFFALO.

The market here is in an unsettled condition, or rather there seems to be quite a difference of opinion as to just what the condition of the market really is. One will say that prices on quartered oak are firm with no signs of a decline; another will say that he has come across prices \$10 per thousand below what he has been asking. And on poplar it is even more difficult to find out where one is. For instance, the general impression is that the poplar Association is going to put prices up \$5 per thousand in a few days, perhaps before this letter gets into print. At the same time I know for a fact that poplar lumber has been freely offered during the past month at prices away below association prices, the explanation being that the cheaper lumber is stock from the smaller mills, and that when it is sold and out of the way the poplar market will advance steadily.

As for quartered oak, if there is any cutting on prices there is probably good reason for it, for I do not believe you can buy a good grade of firsts and seconds or No. 1 common, dry, well manufactured, well figured stock at any less money today than you could a month ago. While business is not to call lively, still there is something doing right along, much more than ordinarily at this time of the year.

Some people seem to be looking for a slump in prices on general principles, claiming that the good times and good prices have been with us as long as we have any right to expect, and much longer than at any one continuous spell in many years.

But where there is no accumulation of stock at any one point in the country, as is the case to-day, and while business continues fairly good, I do not see what there is to warrant such conclusions. There has either got to be a complete stagnation of business or a very large output from the mills much larger than



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in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of the



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J. F. Olsen, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.
Dealers in Southern Timber, Mineral and Farming Lands.

The... for two years back to... I do not think... in the present situation... to believe that either of... will happen in the next... anyway, and I doubt very... situation will be much... from now. Business may... Everything has been... very high pressure, and... will not harm anyone. The... millmen have both been... money for a couple of... with probably continue to... perhaps not quite so quick.
 In... with this we all know that... to allow his personal... conditions to dominate his... and his utterances. There... whom we all know who... that times are good, but are always looking... and predicting the opposite.

WON'T AFFECT BUSINESS.

One of the most reliable bases for... is a presidential election. From an abstract point of view it is... how this regularly recurring... affect... the natural growth of any crop, from the lowest... to the tallest timber, cannot add to or diminish the rainfall, the supply of mineral ores, oils or waters, can affect the general prosperity of the country. But it does affect the business interests of the country upon which its prosperity is based. Already, while even the... are still many months in the future and the election still further off, timid business men are asking: "What do you think of the presidential outlook?" Very few, except those whose health and comfort depend upon an official salary, have as yet given much thought to the matter, and the opinions of those who have vary widely according to their... and the kind of political robes they have been wearing. The timid owner of capital invested in business enterprises looks to Wall street, the great business and financial barometer, for inspiration, and sees little prospect of trade stability in that quarter to encourage expansion in his business. The fact is, the big operators in finance and speculation care not a fig who is President, provided they can use him, and they often succeed in doing that thing. To the man engaged in legitimate industry or trade a presidential election is of still less moment. If, at this early date, and especially on this occasion, he already sees trouble ahead on account of next year's national election, he is in for a good, long scare. He can save himself a great deal of imaginary pain which hurts while it lasts as bad as the real article by doing a little thinking of his own. Let's see, Southern Lumberman.

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WANTED FOR CASH.

Wanted position in
Lumber Co.
Address: Chicago

WANTED HARDWOOD LOGS.

Wanted position in
Lumber Co.
Address: Chicago

WANTED.

Wanted position in
Lumber Co.
Address: Chicago

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WANTED YELLOW PINE AND OAK.

Wanted position in
Lumber Co.
Address: Chicago

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Lumber Co.
Address: Chicago

WANTED—FOR SALE—EXCHANGE.

LUMBER WANTED

For shipment during 1903—
1-INCH SOFT ELM Lumber. Suitable for coffin stock. Seasoned at least 60 days.
Also WHITE ASH SCANTLING, cut 3 1/4 x 1 1/4 x 14 ft. full, for shipment as soon as cut.
Cash. F. O. B. cars at shipping points.
For specifications, etc., address JAS. GORDON, 300 Forest Ave., West Detroit, Mich.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.

CINCINNATI HARDWOOD LUMBER CO.,
Station "N," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.

DUHLMEIER BROS.,
Cincinnati, O.

WANTED.

White Oak lumber, 2 to 4 inches thick, 4 inches and wider, 1st and 2nd clear and common, suitable for wagon stock.

Also 5 cars of No. 1 Oak wagon tongues 2 x 4, 4 x 4, 12 feet, F. O. B. Minneapolis, Minn.
Will pay cash for same. Please write us stating what amount you can furnish and how soon you could ship.

OSBORNE & CLARK,
Minneapolis, Minn.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
Will inspect at shipping point and pay cash.

BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St., Buffalo, N. Y.

WANTED GREEN OR DRY

Basswood, birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED.

Shipping cull plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.

DUHLMEIER BROS.,
Cincinnati, O.

LUMBER FOR SALE.

FOR SALE.

20,000 feet quartered White Oak.
50,000 feet quartered Red Oak.
100,000 feet Poplar.
Write for particulars to

E. DUNSTAN,
Winona, Miss.

FOR SALE—SQUARES.

One car 2x2 inch x 28 and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.

WM. E. LITCHFIELD,
Box 2398, Boston, Mass.

FOR SALE.

Five hundred thousand dry 3/4 x 1 1/2 inch cypress (at b).

THE WHEELER CYPRESS LUMBER CO.
Portland, Ark.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
Manufacturers Hardwood Flooring,
LYONS, Ky.

FOR SALE.

I would appreciate inquiry tending to reduce a large stock of poplar, cypress, ash and quartered white oak upon which I am offering extremely low figures.

FRANK M. CREELMAN,
605 Merchants, Loan and Trust Bldg., Chicago.

FOR SALE.

100,000 ft. 1 1/4 inch No. 2 common poplar.
100,000 ft. 1 1/2 inch No. 2 common poplar.
100,000 ft. 2 inch No. 2 common poplar.
One car 1/4 inch No. 2 common poplar.
Above stock is all dry, band sawed, and nicely manufactured.

DUHLMEIER BROS.,
Cincinnati, O.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for mooney in this stock. Write for prices to

FARRIN-KORN LUMBER CO.,
Cincinnati, Ohio.

FOR SALE.

If you are in the market for plain or quartered oak, or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE—DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
100 M ft. 1-inch log run Soft Maple, on grades.
3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
20 M ft. 1 to 2 inch log run Walnut.
100 M ft. 1 to 2 inch cherry, all grades.
This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE.

5,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak.
700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.

Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,
1142 Seneca St., Buffalo, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
200,000 ft. 1-inch log run Chestnut.
50,000 ft. 1-inch dry common quartered Red Oak.
75,000 ft. 2-inch common and better, shipping dry, White Oak.

20,000 ft. 1-inch, dry, mill-cull Walnut.

NORMAN LUMBER CO.,
Louisville, Kentucky.

WANTED.

250,000 6x8-8 hewn White Oak ties.
750,000 ft. each 1 in. and 1 1/4 in. Box Common Gum.

500,000 ft. 1 in. Box Common Cottonwood.
25 cars 1st and 2nd and Common Poplar Squares, 4x4 to 8x8.

1,000,000 ft. mill run Cypress.
850,000 ft. 1 in. White Pine and Norway S-in and up No. 3 and No. 4.

Parties having any of the above on hand, please write us. We pay spot cash, and responsible shippers may draft upon us, with bills of lading attached, if they desire.

MISSISSIPPI VALLEY LUMBER CO.,
Lincoln Trust Bldg., St. Louis Mo

FOR SALE.

We have lumber for immediate shipment, dry, as follows:

1-inch 1st and 2nd quarter-sawed White Oak.
1 " common plain-sawed White Oak.
1 " log run Arkansas Red Gum.
Plain-sawed Red Oak.
1-inch Poplar in all grades.
One carload 2 1/2 and 3 inch Soft Elm.
And most anything else you may want in the hardwood line.

J. V. STIMSON,
Huntingburg, Ind.

TIMBER PROPOSITIONS.

LOUISIANA TIMBER LANDS—FOR SALE.

I offer at a bargain three fine tracts of Virgin Hardwood land in Northern Louisiana. From 15,000 to 40,000 acres in solid bodies. Will cut from four thousand to ten thousand feet per acre; also a large, compact tract of Cypress stumpage at \$2.50 per M.

F. D. BANNING,
310 Security Building, St. Louis, Mo.

MACHINERY.

WANTED.

To buy a second-hand 8 ft. wheel band saw mill, including bling room machinery, two boilers, two engines, edger and trimmer. State lowest cash price f. o. b. cars shipping point. Address

C. C. C., care Hardwood Record.

WANTED.

One 8 ft. band saw mill with bling room outfit. Give full particulars and state lowest cash price f. o. b. shipping point. Address

"MANAGER," care Hardwood Record.

FOR SALE.

Second-hand Sinker-Davis rope saw mill feed. Address MALEY, THOMPSON & MOFFETT CO., Cincinnati, Ohio.

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 Rieh gang sharpener.
Lot of wood pulleys with iron flanges.

PHOENIX MANFG. CO.,
Eau Claire, Wis.

FOR SALE—MACHINERY—Second Hand Circular Saws good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Boiler, one second hand Dony Saw Mill, one second hand Double Saw Mill, U Mill, one Knight's Engine, one Knight's T Mill, one 30 inch two Fay Tenoners, 42 inch Wheel Joint Bolters, six Steam Engine, three Columbia cutty-dye Polish, Red Nail Machine, and Shaper, one inch Hand Jointer, one Fay Variety Saw, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-work, One Coleridge 30 Hand Saw.



THE MILLER OIL & SUPPLY CO.,
Indianapolis, Ind.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 3 1/2-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

HARDWOOD RECORD.

ADVERTISERS' INDEX.

HARDWOOD LUMBER DEALERS AND MANUFACTURERS.

Table listing various lumber companies and their locations, including entries like 'A. W. ...', 'B. ...', 'C. ...', 'D. ...', 'E. ...', 'F. ...', 'G. ...', 'H. ...', 'I. ...', 'J. ...', 'K. ...', 'L. ...', 'M. ...', 'N. ...', 'O. ...', 'P. ...', 'Q. ...', 'R. ...', 'S. ...', 'T. ...', 'U. ...', 'V. ...', 'W. ...', 'X. ...', 'Y. ...', 'Z. ...'.

MACHINERY AND MILL SUPPLIES.

Table listing machinery and mill suppliers, including entries like 'A. ...', 'B. ...', 'C. ...', 'D. ...', 'E. ...', 'F. ...', 'G. ...', 'H. ...', 'I. ...', 'J. ...', 'K. ...', 'L. ...', 'M. ...', 'N. ...', 'O. ...', 'P. ...', 'Q. ...', 'R. ...', 'S. ...', 'T. ...', 'U. ...', 'V. ...', 'W. ...', 'X. ...', 'Y. ...', 'Z. ...'.

MISCELLANEOUS. Table listing miscellaneous items and their prices, including entries like 'A. ...', 'B. ...', 'C. ...', 'D. ...', 'E. ...', 'F. ...', 'G. ...', 'H. ...', 'I. ...', 'J. ...', 'K. ...', 'L. ...', 'M. ...', 'N. ...', 'O. ...', 'P. ...', 'Q. ...', 'R. ...', 'S. ...', 'T. ...', 'U. ...', 'V. ...', 'W. ...', 'X. ...', 'Y. ...', 'Z. ...'.

East St. Louis Walnut Co. BAND MILL AND YARDS, EAST ST. LOUIS, ILL. MANUFACTURERS - OF WALNUT, OAK, CHERRY. In ... get at all times for Walnut, ... Cherry Logs.

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.

McCLURE, ZIMMER CO. Wholesale Dealers in HARDWOOD LUMBER OFFICE AND YARDS: 520 to 530 Franklin St., DETROIT, MICH. Correspondence invited on all hardwoods.

COTTON BELT ROUTE Hardwood timber and factory sites along the Cotton Belt Route - white oak, red oak, overcup, ash, hickory, gum, cypress, cottonwood, elm; in tracts of 160 to 20,000 acres. E. H. BRITTON, V. P. & G. M. E. W. LA BEAUME, G. P. & T. A. ST. L. S. W. RY., ST. LOUIS, MO.

“Valve Oleine” 675 Degrees Fire Test

MASTER MECHANICS, Purchasing Agents, Engineers and Practical Builders of costly Steam Plants and Locomotives, etc. will be pleased to know that a Lubricant is now produced of such extraordinary high fire test as to make it proof against the great heat to which it is subjected, and is therefore a PERFECT lubricant where products of lower grade and fire tests pass off at once, leaving the parts subject to wear, or greatly increasing the consumption of oil. “VALVE-OLEINE” is a product in the highest state of filtration, is of the greatest viscosity, is entirely free from acids and absolutely non-corrosive and without doubt the finest and most thoroughly reliable CYLINDER LUBRICANT now on the market, and will naturally lubricate 200 to 300 percent more than products of lower test. It is not only the BEST but the most ECONOMICAL lubricant. Manufacture and sale controlled exclusively by

The Reliance Oil and Grease Co., Cleveland, O.

Cable Address “Oleine,” Cleveland, Ohio, U. S. A.
 Private Code, Lieber’s, and A. B. C., 4th Edition.

Agents wanted everywhere. Write for full particulars and our new catalogue of large line of products. Samples free. Send 2 cent stamp for “Gems of Art”—Free on application direct from machinery users.

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each month with reasonable prices extended, the result will surprise you. TRY IT.

AMERICAN LUMBER & MFG. CO.,

PITTSBURG, PA.

The Walnut Lumber Co.

INDIANAPOLIS, IND.

Manufacturers and Wholesale Dealers.

WE WANT TO BUY

Walnut,
 Cherry,
 Hickory,
 Poplar,
 Ash,
 Elm,

Quartered White Oak,
 Quartered Red Oak,
 Plain White Oak,
 Plain Red Oak,
 Quartered Sycamore,
 Hard Maple.

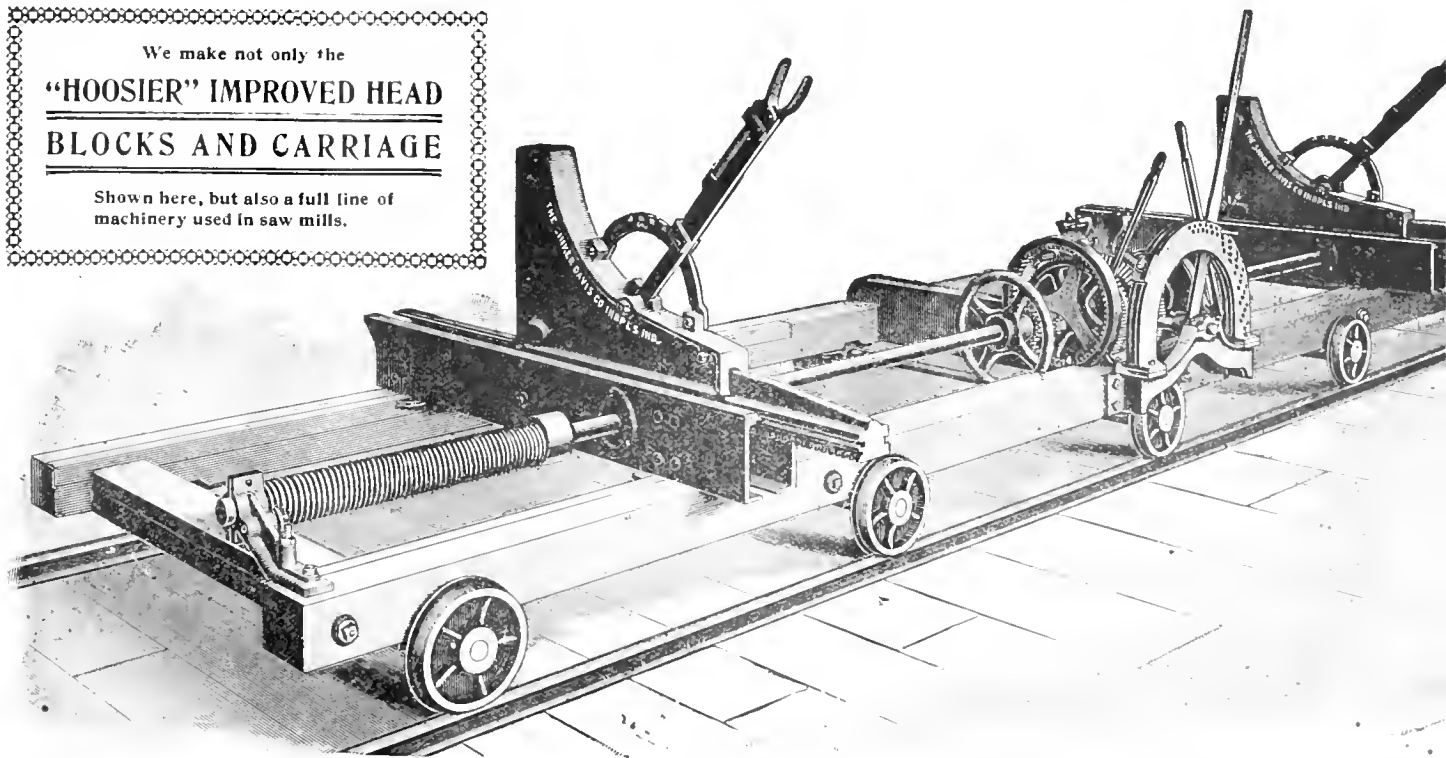
CORRESPONDENCE SOLICITED.

INSPECTION AT MILL POINTS.

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.



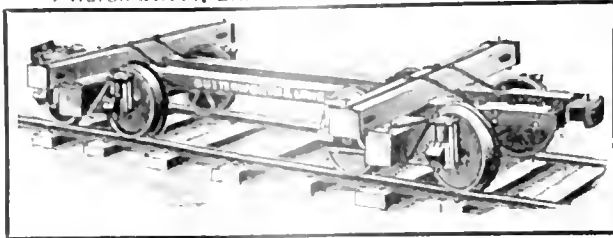
These blocks are made in three sizes, opening 45, 48, 56 inches. The set works are double acting and are guaranteed to set to 1-32. They are equipped with our new lumber tally and all the latest improvements. Write for details

INDIANAPOLIS, IN.

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Log Cars of
All Kinds
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Steam
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Irons Complete for Lumber Cars, Dry Kiln Trucks, Etc.



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ON LUMBER CREDITS IS THE **RED BOOK** ALL WHO USE IT TESTIFY TO THIS.

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.

Lumbermen's Credit Association
911 TACOMA BUILDING, CHICAGO.

Mention this paper.

You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the high lands of Southern Indiana on the



The mineral properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys, and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$5 up to \$37 per week, including free use of all the waters.

Booklet telling all about the Springs and giving list of hotels and boarding houses and their rates sent free.

FRANK J. REED, G. P. A., MONON ROUTE, CHICAGO.

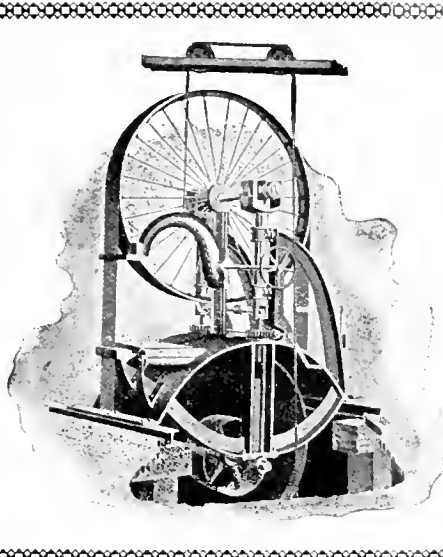
TIMBER- MEN

We are far-sighted, recognizing the alarming rapidity with which the timber supply of the North is disappearing, have come southward for their source of supply and have invested largely in Southern timber lands.

Unimproved timber lands can yet be secured at low prices along the line of the Louisville and Nashville Railroad in Kentucky, Tennessee, Alabama, Mississippi and West Florida, and the lands in the last three named states are of greater value after removal of the timber than before, for the reason that this section is rapidly filling with family settlers who find no trouble on account of the fertility of the land, in realizing anywhere from \$100 to \$500 per acre from the raising of fruits and vegetables thereon.

Timbermen should take advantage at once of the low prices now prevailing for said lands, as they are steadily increasing in value.

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General Industrial and
Immigration Agent,
LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.



PORTABLE BAND SAW MILL

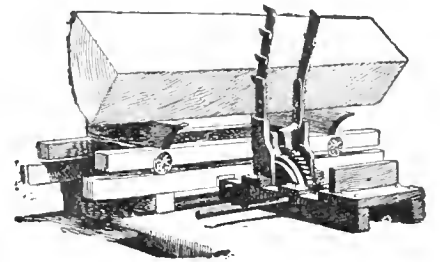
This mill has wheels six feet in diameter for saws eight inches wide, and the saw kerf which it cuts is less than $\frac{1}{8}$ of an inch thick. The arbors are $3\frac{1}{2}$ inches in diameter and the drive pulley is 24 inches in diameter for a 12-inch belt, and should run about 500 revolutions per 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.

PHOENIX MFG. CO.,
EAU CLAIRE, WIS.

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.

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That's a strong assertion, but we live up to it and our regular customers know that we do. That's why we keep them. We could satisfy you, too, if we had the chance.

The purchaser of an ATKINS SILVER STEEL SAW may rest secure in the knowledge that he is receiving a saw that is the PERFECTION of material, temper and workmanship. THE ATKINS WARRANTY is like old wheat in the mill—you can bank on it.

Write for our 1903 Sawyers' Hand Book, if you have not already received it. Your sawyer and filer will appreciate it. Free for the asking.

E. C. ATKINS & CO., - Indianapolis, Ind.

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That it will pay you to list your wants in hardwood lumber in . . .

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AND BETWEEN

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FOR ALL

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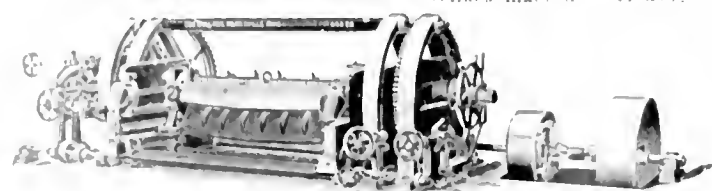
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Service, Compartment Sleepers.

Meals are served in the C. H. & D. Cafe
Cars a la carte, one thus being able
to order as desired, at moderate prices.

Agents of connecting roads will sell you
tickets routed via C. H. & D. Ry.

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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.

THE COE MFG. CO., - Painesville, O., U. S. A.



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ATTENTION!**

WHEN YOU ARE NEEDING

Belting, Wire and Manila Rope and
Cordage, Blowers and Fans,
Rails, Lumber Tools, Chain Dogs, or
Supplies of Every Description,

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We carry the largest stock of any supply house in the country.

OVER 35,000 IN USE IN
EVERY KIND OF TIMBER



**THE TWENTIETH
CENTURY SAW.**

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.

BEWARE OF IMITATIONS.

The genuine is made only by

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Catalogues with prices and further particulars sent on application.

**THE ONLY SUCCESSFUL
INSERTED-TOOTH SAW**

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FERDINAND BOSKEN. JOSEPH BOSKEN.

Cincinnati Hardwood Lumber Co.,

FINELY FIGURED QUARTER SAWED OAK VENEERS A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

Station N, - - CINCINNATI, O.

Write us before selling. If in the market to buy we can interest you.

THE J. W. DARLING LUMBER CO.

SOLICIT CORRESPONDENCE WITH BUYERS AND SELLERS OF

COTTONWOOD, CYPRESS, GUM, ASH, OAK and POPLAR.

OFFICES: Union Trust Co. Building, Cincinnati, Ohio.

WANTED.

Poplar—Oak—Chestnut

ALL GRADES.

FRANK LITTLEFORD & BROS.

OFFICE, 42 PICKERING BUILDING, CINCINNATI.

WESTERN LUMBER CO.

WILL PAY CASH FOR DESIRABLE LOTS OF

WALNUT, PLAIN AND QUARTERED OAK, ASH, MAPLE, SYCAMORE, ETC.

Mill Men are Invited to Send Stock List.

Office and Yards: Richmond Street and McLean Avenue, CINCINNATI, OHIO.

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IMPORTERS.

MAHOGANY LOGS and LUMBER

WALNUT, OAK, POPLAR, CHESTNUT. constantly on hand.

Office and Yards: McLean Ave., Poplar and Findlay Streets, on Cincinnati Southern R. R.

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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.

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OFFICE: S. W. COR. 5th AND MAIN STS.
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IN THE MARKET FOR ALL KINDS OF

...Hardwood Lumber...

OUR SPECIALTIES ARE

WALNUT, QUARTERED OAK AND ASH,

For which we will pay the highest market price in cash. Correspondence solicited.

MAX KOSSE, President. J. N. PENROD, Treasurer.
S. F. PROUTY, Vice-President. C. G. McLEOD, Secretary.

K. AND P. LUMBER Co.

Manufacturers of and Dealers in

Walnut, Oak and Poplar Lumber.

EXPORTERS OF

Walnut, Oak and Poplar Logs.

Band Mill and Office: CARTHAGE PIKE, ST. BERNARD, CINCINNATI, O.

WANTED FOR CASH.

OAK PLAIN-SAWED RED OR WHITE
QUARTER-SAWED RED OR WHITE
ALL GRADES 1 IN. TO 2 IN. THICK

Also in Market for POPLAR, WALNUT, ASH, CHESTNUT, BASSWOOD, CHERRY, Etc.

Stock Lists Solicited from Mill Men.

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CINCINNATI, OHIO

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Poplar and Hardwoods.

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BENNETT & WITTE,

CASH BUYERS OF
WELL MANUFACTURED

Poplar, Cottonwood, Ash, Red Gum,
Plain and Quartered White and Red Oak

We are constantly on hand and ready to
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BUFFALO, N. Y.

WANTED—FOR CASH.

PLAIN WHITE AND RED OAK, QUARTERED WHITE AND RED OAK,
POPLAR AND CYPRESS. PLEASE WRITE.

ORSON E. YEAGER,
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WRITE US

When you have Oak, Poplar, Chestnut or Elm to sell.
We want to contract for the cut of several more
mills cutting hardwood.

STANDARD LUMBER CO.,

1075 CLINTON ST.,

BUFFALO.

Geo. W. Shepard
HARDWOOD LUMBER

Office and Yard: 752 Clinton St. and N. Y. C. & H. R. R.
See our list of wants on page 28.

Buffalo, N. Y.

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Lumber and Veneer.

Always in market for
BLACK WALNUT LOGS.

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Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

WRITE US.

We Are in the Market at All Times for Well Manufactured

HARDWOOD LUMBER

Especially at the Present Time.

Quartered White Oak,
Quartered Red Oak,

CHESTNUT, WHITE ASH, WALNUT AND POPLAR,

HUGH McLEAN LUMBER CO.

P. O. Box 308.

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We Want to Buy for Cash

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THE HARDWOOD RECORD

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Vol. XVI.

CHICAGO, SEPTEMBER 25, 1903.

No. 11.

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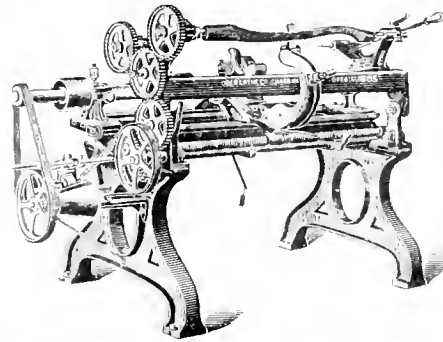
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All Lengths and Thicknesses

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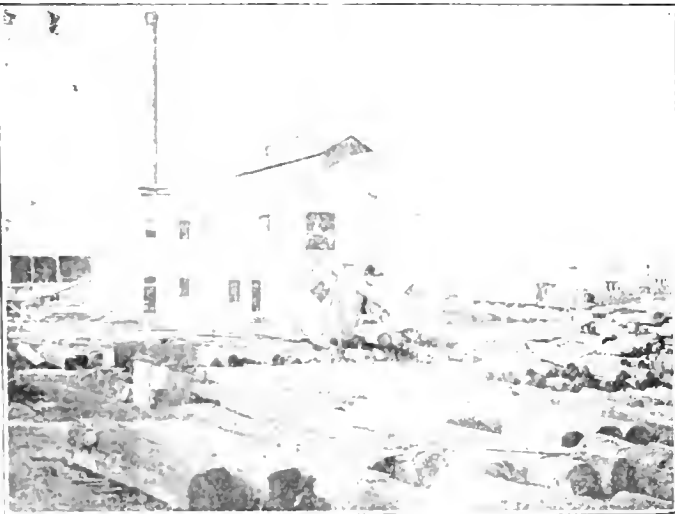
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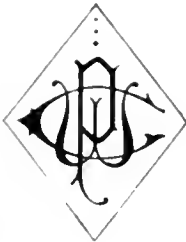
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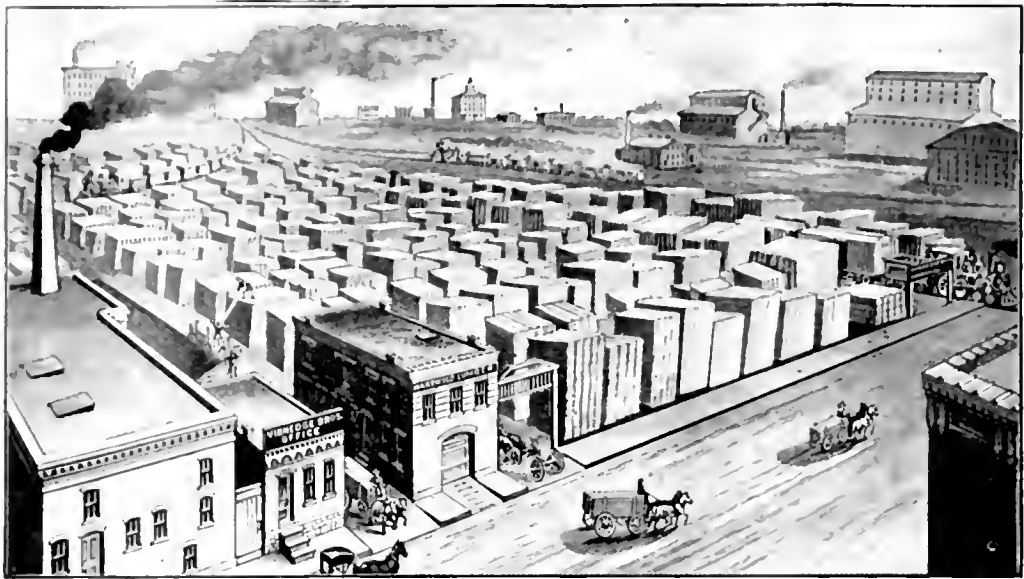
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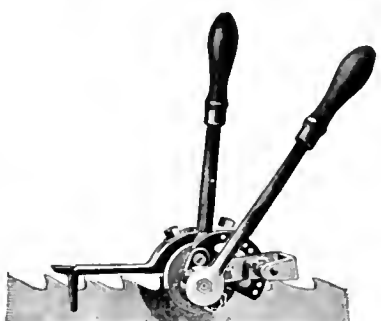
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Plain Red and White Oak.

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CROWELL PATENT SAW SWAGE



For Band Circular and Cylin-
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fit all classes of work. The
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WE MAKE NOTHING BUT
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THE HARDWOOD RECORD

VOL. XVI.

CHICAGO, SEPTEMBER 25, 1903.

No. 11

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

134 MONROE STREET, - CHICAGO, ILL.

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ADVERTISING RATES ON APPLICATION.

ADVERTISING INDEX ON PAGE 30

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 present state of the hardwood trade is rather anomalous, but is on the whole not unsatisfactory. In a good many lines of hardwood consumption there are reports of an accumulation of finished product. This condition is noticeable especially in the sash, door and blind trade, the car building trade and the agricultural implement trade.

There are still some lines in which production is still short of supply, but we seem to be gradually approaching a time when the supply in manufactured goods will have caught up with the demand; a time when instead of devoting all his energies to procuring raw material for his factory, the manufacturer will need get out and hustle to find a market for his goods. In fact, we seem to be getting back more nearly to a normal condition.

It isn't a normal trade condition when a buyer can't get an order filled in a reasonable length of time, or when the buyer must cater to the seller to obtain what he wants. Such a condition isn't normal or healthful, but it is the condition which has prevailed in this country for several years. The buyer in almost all lines has had to go about with his hat in his hand to get his wants supplied; but there are signs that the time is coming when the balance will be restored.

And this changing condition is by no means confined to the hardwood lumber trade and its kindred lines. In all lines the change seems to be progressing. And it is really almost a relief to have it come.

But it seems to be coming more slowly in the hardwood trade proper than in most other lines. Our readers will remember that when the boom started it ran a year before the hardwood lumber trade began to feel the effects of it and it is but fair that we should have our time extended at this end. The filling up process has begun at the consuming end first, in the hardwood trade. There may be a growing surplus of sash and doors, agricultural implements and freight and passenger cars, but there is no surplus of hardwood lumber in any line. That is, not enough to affect prices, nor does it appear that there will be for a number of months at least.

In quartered oak the market continues almost bare of stock. What comes in is mostly already sold and the amount offered on the open market is so small as to be scarcely noticeable.

The market is not so absolutely desti-

tute of plain-sawed oak, but that wood is scarce at the highest prices of the year.

White ash is so scarce as to be almost out of the market; cottonwood is scarce and high. Poplar and gum are the most plentiful of the southern hardwoods and are in fairly ample supply with prices easy without being notably lower. But there is not a burdensome surplus in either wood.

In the North the close of navigation is going to find the mill yards and docks swept clean of all classes of hardwoods. In maple the inch stock is fairly easy in price and in good supply, but in thicker stock there seems an absolute shortage. It is developing that birch lumber is very scarce and that it should bring better prices. In fact, it is already stronger than at any time during the year. Basswood, elm and all kinds of northern hardwoods are strong in price and short in supply.

There seems not the slightest doubt but that we will finish the year strong so far as prices are concerned. It is still, and by a large majority, a sellers' market.

But there is no doubt but that trade is damming up ahead of us.

MAKING PRICE QUOTATIONS.

There are lines of industry in which the trade press may and does quote prices with benefit and satisfaction to themselves and their readers. There is the grain business, and the iron and steel business, and various other lines in which Boards of Trade or other commercial bodies regularly issue prices in certain markets. And that portion of the trade press devoted to those special lines has a substantial and reliable basis for quoting prices. But you can't do this in the hardwood lumber business.

A good many people engaged in the hardwood lumber business do not understand this. They don't see why their lumber papers can't give them quotations just as the agricultural papers give quotations on grain and live stock and as financial papers give quotations on stocks and bonds, etc., and every little while a lumber paper, in a hysterical fit of attempting to break through the restrictions imposed upon it by the nature of the lumber business, will get up a tabulated price list on hardwoods and get into a lot of trouble.

The difficulty which the lumber trade paper encounters is that there is no way of getting a price list which is official. The Chicago Hardwood Lumber Exchange has a price list, for instance, but it is a

and the Board of Trade, the Chicago Hardware Journal, the Chicago Record, are you not going to publish a price list? You mean you are going to publish it, and by the way, they go on one that says they will publish it, and so on. In fact, the Chicago Hardware Journal, the Chicago Record, are only a general guide to the lumber trade, and you see, where you have a list of fifty, fifteen or twenty different kinds of hardwoods, saying nothing about the different grades and thicknesses, he is sure to get rusty on the price of some of them, and the Chicago price lists for him to get on and get an idea as to a cut what the prices should bring under favorable circumstances. Besides, that list is a price list, and if a lumber newspaper man gets tired of one it is on the pledge that he will not publish it.

Another point is that there are two distinct prices on all kinds of hardwood in Chicago. That is, the prices are not distinct, but the difference is, or should be, one price list which meanders its uncertain way along is the wholesale or carlot price list. The other is the retail or wagon-load list, which should be and really is, in one way or another, from \$3 to \$5 per thousand feet higher. Now, if a newspaper publishes a list based on the retail or yard price its country readers get an erroneous idea as to the value of this lumber. If it publishes the wholesale list the consumers who buy their lumber in wagon-load lots, seeing a difference of probably \$4 a thousand between the quotation and the price they are paying the yard, jump to the conclusion that they are being robbed. And we know of at least one newspaper man who got into pretty hot water over just such an instance.

You see, when the Board of Trade of Chicago says that wheat was at a certain price on a certain day, that means that on such a day you could have actually sold a million bushels and got that price for it; but because the Chicago Hardware Lumber Exchange quotes a certain kind and grade of lumber at \$10, doesn't by any means signify that you could come to Chicago and sell at that price in the open market. If you should offer that kind and grade of lumber the buyer would want to be informed on a whole lot of things before he made you an offer. From what section of the country does the stock come; how long has it been on stick; have the "panels," "box boards," or "steps" been picked out; what kind of a grade do you make? And the price he would name you would depend entirely upon the replies you made.

It is the same with a trade paper. If you ask us what your stock is worth we must have a reply to all the foregoing questions before we can answer you with any degree of definiteness, and the questions may be answered in one way that will

show a difference of probably \$10 a thousand feet from what the price would be if they had been answered in another way.

The Hardwood Manufacturers' Association of the United States had a little experience with the problem at its recent meeting at Cincinnati. It adopted a price list, and then didn't know what to do with it. It wasn't really an arbitrary price list, you understand, being based more on hopes and expectation than on facts. It would be all right to present to those to whom their members sold lumber, just as a kind of a lesson, and maybe after a little they could really obtain those prices. But how about publishing the list to the people from whom the members of the Hardwood Manufacturers' Association buy? Ah! that was the rub. You see they were making a list which they doubted their ability to maintain to the buyer, but which, as they had made it themselves, the seller would naturally expect them to live up to and would expect them to do business on that basis.

So those noble and well-meaning men were in a hole—a deep, wide hole. After mature deliberation, however, it was decided to withhold the list from the vulgar herd known as the public until September 15, and the newspapers were notified not to publish the list before that time. And by the time September 15 came the newspapers had about all made up their minds that they didn't care about publishing it, anyhow.

And now the Hardwood Manufacturers' Association can understand just the predicament the lumber papers find themselves in on the price list question. And another great wave of reform has, if you will permit the mixed metaphor, been nipped in the bud.

POOR BUSINESS FOR CLERGYMEN.

We note that some of our contemporaries are roasting promoters of timber propositions which appear on their face to be calculated to give the uninitiated a false idea as to the profits in the business. We endorse this position, but recognize with our contemporaries the futility of any exposure the lumber press can make. The lumbermen among whom the lumber papers circulate are not going to bite at any such bait. They know the business too well. And that portion of the people that does not understand, the lumber papers do not reach.

There is one scheme which we trust, for the sake of human nature, is not so bad as it looks. It is an attempt to float a company with the savings of ministers of the gospel. We hope that the two ministers at the head of it, and who are sending out appeals couched in scriptural language, are themselves deceived and sincerely believe that what they offer they can deliver. Being themselves ministers, they should know that every dollar saved by

a minister from his meager salary represents an amount of self-denial which it makes one's heart ache to contemplate, and that these two men should deliberately seek to inveigle them to invest those savings in an enterprise where it is not only doubtful if they ever get a profit, but from which they are in luck if they ever get back a penny, is scarcely conceivable. That they would deliberately do this, using scriptural language to clothe their plea, would mark them as two as black-hearted rogues as any in the world.

And even if they are merely themselves deceived in the matter, their negligence in failing to post themselves before lending their ministerial approval and active assistance to such a scheme is extremely reprehensible. There are a hundred well-posted lumbermen in Chicago who would gladly have given them information that, if they are honest men, would have kept them out of it.

On the supposition that the two clergymen are measurably honest, the Hardwood Record will volunteer the information for their benefit that the printed matter they are sending out is grossly, we had almost said criminally, misleading; and if they are honest men they will do what they can to see that the money that has been collected from their brother ministers is returned to them. When it comes to claiming that a single saw mill cutting hardwood lumber can clear \$312,000 a year, the one offering that statement is either a fool or a rogue.

MR. DEFEBAUGH'S SPEECH.

Mr. J. E. Defebaugh is at present making an extended trip through the lumber states of the West. Last week he attended a Hoo-Hoo convention at Portland, Ore., and being called upon for a speech delivered himself substantially as follows:

"Yes, boys, I account it a privilege to be with you to-night. Yes, I do. It's a fact. You may not believe it but I am sincere in saying I am glad to be here. That's right.

"It is true, as one of the good brothers has said, that I have been identified with the order of Hoo-Hoo since the beginning. Yes, I can't deny that. It is not for me to say that it would have been better expressed to say that from the beginning the order has been identified with me. You know, though, that it's true.

"Yes, boys, it's true, too, that I'm a member of the House of Ancients. Yes, indeed. And I was snark of the universe. Oh, pshaw! boys, you've no idea what a big duck I am. You boys out here on the coast don't know me very well and you can't, of course, conceive of my great importance to the world. Of course you can't. I don't expect it of you. I could tell you a whole lot of things about myself that would make your eyes bulge out and you would then understand fully what my being among you to-night really

means to you. But I won't say anything about it for you might think I am not enjoying myself here to-night.

"But I am really glad to be here. We must all unbind at times.

"And I want you to feel that I consider it an honor that you have chosen me for snark here to-night. I do really feel that way about it, boys. You may not believe it but it is so.

"And I am not ashamed to take part in this concatenation. I want you to understand that. I know that you people mean well and, of course, we can't all be great men.

"And I know that the world at large will understand how I am placed. The world will know that in the line of business it becomes necessary for me to mingle freely with the lumber trade, and I really enjoy doing it. Yes, I do.

"Yes, it is true that I have been to Europe. Yes, I have been in Europe twice. Um-hm. I am a great traveler, and I know what you are thinking. You are thinking that a man who has been about as much as I have, and mingled with so many great people can't possibly be enjoying himself at a little function like this. But I am, really. Yes, I am. I don't know what it is about these little functions among honest, well-meaning people, but I enjoy them. I do, really.

"And if you ever come to Chicago I want you to look me up. Yes, I do. I mean it. Don't be afraid—just come right up and see me, and no matter who is about I will not hesitate to recognize you and show to all that I am glad to see you."

IT IS NOT POSSIBLE.

A good many argue that from the way general business is shaping itself, it should only be a question of a short time until hardwood lumber prices go lower. This may possibly be true in a sense, but we cannot see how American hardwoods can ever go much lower than they are, and we doubt if they will. Hardwood timber is growing too scarce.

There was a time when the only hardwoods made into lumber were poplar, walnut and white oak. It was believed that when the supply of these woods became exhausted, the country would be embarrassed for lumber. And, of course, it would have been, only that the other hardwoods were brought in, one by one, to fill the gap. Red oak, cottonwood, basswood, elm, etc., were one after another requisitioned. But with the bringing in of gum as a wood of commerce, we have gotten to the end. We have no more reserves of any kind to bring up into the firing line. To use a slang expression we are "all in."

And some of our battalions are pretty nearly annihilated. Basswood, ash, elm and cottonwood will, within a few years, be out of the market in commercial quantities. Poplar and white oak are growing

much scarcer, but for all that they were the first two commercial hardwoods, they will probably be the last. In maple and birch the high water mark of production has been passed, and from this time forth there will be a rapid shrinkage, until a dozen years from now the supply will be wiped out almost entirely.

We now have no unexplored reserves. The axmen chopping their way through the forests of the North can see daylight ahead of them. In the South the axmen working north from the gulf have met those working south from the Ohio River, and about all that is left them is to turn back and clear up the leavings.

Basswood and cottonwood were brought forward as substitutes for poplar, when poplar began to grow scarce. This kept the price of poplar down, but basswood and cottonwood are about gone, and we have nothing else to offer. How, then, is it possible that the price of poplar shall decline to any extent?

Red oak was offered as a substitute for white oak, maple for ash and so on. Whenever the price of any kind of hardwood lumber became high a cheaper substitute was found.

But we are out of substitutes. We have nothing more to offer. We are all in. And we cannot see how hardwood lumber of any kind is ever going to be much lower in price than it is at present.

After the opening of next year we look for lower prices in all lines of industry, where production is merely a matter of getting out the goods from an unlimited supply of raw material. But no such condition exists in the hardwood lumber trade. There is scarcely a saw mill in the South that can be logged for more than six months in the year.

It is not possible that there can be much shrinkage in hardwood lumber prices.

NOT A SUBJECT FOR ENVY.

We note that a Mr. Dexter, a millionaire, whose son was shot from ambush in the Adirondack mountains and instantly killed, attributes the crime to some poor man who shot his son because he was rich and idle.

We cannot believe that such is the case, or if it is, it is a chance occurrence, and the man who committed the crime represents no considerable portion of our citizenship. The American people are freer than any other of that mean and malignant envy of the poor for the rich. The American people are too intelligent for that. They are intelligent enough that they know the lot of the rich is not so much more desirable than the life of the average citizen that the rich need be seriously envied.

The moan that Mr. Dexter, millionaire, makes through the public press is in itself sufficient reason why the poor should not eat their heart out in bitter envy. A

father mourning for his son is entitled to be treated guilty, so that Mr. Dexter's statements will be allowed to pass without serious criticism by the press, but he is mistaken in supposing that any considerable portion of the people of this country cherish malignant envy toward the idle rich.

Mr. Dexter's own statement gives an almost pathetic glimpse of a life of discontented idleness spent among busy people. He complains that, having sufficient means to live idly, he finds America a lonesome and unsatisfactory place. He tried England for a time and believes he might have been happier there.

But we doubt it. There is nothing in the world more difficult than for an idle man to be contented or any where near contented. In fact, happiness and idleness are utterly incompatible. It is as difficult for an idle man to be happy as the Bible says it is for a rich man to enter the Kingdom of Heaven.

Remain idle for a week and you will probably enjoy it, as a change from a life of work it will be refreshing. Stretch that idle period into a month and it becomes irksome; stretch it to six months and it becomes torture; stretch it to a year and you are ready to go to work on a rock pile or anything that will give you the precious blessing of occupation.

Mr. Dexter stretched his period of idleness over many years, until he is past eighty, and now complains that he has been miserable and blames the country for it, and believes he might have been happier had he lived abroad. But we believe he is mistaken in that also. There is no place in the world where idleness will bring happiness. Where he made his great mistake was in not continuing to work and in not raising his sons to some useful occupation.

It is not surprising that an octogenarian cannot find pleasure in reviewing a life the greater portion of which has been spent in selfish, self-indulgent idleness. Such a life doesn't make a pleasant spectacle, viewed from any standpoint, and least of all from the standpoint of the man who has lived it.

And Mr. Dexter is greatly mistaken in supposing that any great number of the people of this country are consumed by envy of him. A great many people will have contempt for him, a few will pity him, but the number that envies him will be inconsiderable.

\$12.00 TO NEW ORLEANS AND RETURN.

Mobile & Ohio Railroad will sell round-trip tickets at above rate from St. Louis and Cairo, Ill., and intermediate stations to New Orleans, Mobile, Montgomery and other southern points on September 15 and October 20. Sixteen dollars from Chicago. Liberal limits and stopovers. Ino. M. Beall, A. G. P. A., St. Louis.

Twelfth Annual Hoo-Hoo, Buffalo, N. Y., Sept. 9, 1903.

AG SUPREME NAME

W. E. Barnes, J. Lee Ensign, N. H. Falk, G. W. Schwartz, A. H. Weir, W. F. Pratt, New York, N. Y. J. H. Stewart, Buffalo, N. Y. John F. St. Louis, Buffalo, N. Y. W. E. Barnes, J. Lee Ensign, N. H. Falk, G. W. Schwartz, A. H. Weir, W. F. Pratt, New York, N. Y. J. H. Stewart, Buffalo, N. Y. John F. St. Louis, Buffalo, N. Y.

The first part of the business proceeded as usual in the Osirian Chamber session held at the Hotel. Following is list of the new membership:

The following officers were elected to the Osirian Chamber:

High Priest of Ptah—A. N. Spencer, Cincinnati, O.
High Priest of Anubis—C. B. Bourke, Peterburg, Ill.
High Priest of Thoth—J. H. Baird, Nashville, Tenn.
High Priest of Hathor—C. H. Stanton, Buffalo, N. Y.
High Priest of Osiris—N. A. Gladding, Indianapolis, Ind.
High Priest of Ra—B. M. Bunker, Atlanta, Ga.
High Priest of Sed—W. M. Stephenson, Minneapolis, Minn.
High Priest of Isis—B. H. Williams, Victoria, Tex.
High Priest of Shu—E. S. Bogges, Clarksburg, W. Va.

THE CONCATENATION.

At the concatenation on the 9th inst., the following new members were initiated:

A. B. Nichols, Buffalo, N. Y.
Harrison E. Hains, Buffalo, N. Y.
Alfred G. Hauenstein, Buffalo, N. Y.
John S. Noyes, Buffalo, N. Y.
John G. H. Marvin, Buffalo, N. Y.
John Welsh, Buffalo, N. Y.
James H. Mather, Buffalo, N. Y.
Rudolph Faust, Buffalo, N. Y.
Michael Whissel, Buffalo, N. Y.
Daniel J. Crowell, Buffalo, N. Y.
George E. Bailey, Buffalo, N. Y.
Allen E. Fenton, Tonawanda, N. Y.
Charles E. Kelsey, Tonawanda, N. Y.
Isaac L. Keith, Milwaukee, Wis.
Daniel W. Beebe, Renner, La.
Dugald S. Hutcheson, Chicago, Ill.
Frank A. Beyer, Salamanea, N. Y.
Donald Ferguson, London, Ont.
W. F. Pratt, New York, N. Y.

IN THE WAY OF ENTERTAINMENT.

As above indicated, the matter of entertainment was up to the standard, and of the most pleasant character. It included a carriage ride about the city, for ladies only, on Wednesday, a luncheon being served en route at the home of Mrs. Curt M. Treat. In the evening a theater party for the ladies, while the men were engaged at the concatenation. On Thursday evening the entire party was given a moonlight ride on Lake Erie, as guests of the Chamber of Commerce. Friday the entertainment committee provided a whole day's trip to Niagara Falls. It was a day full of sight seeing, and included a ride up the famous gorge route, and a visit to Brock's Monument, on the Canadian side, where luncheon was spread.

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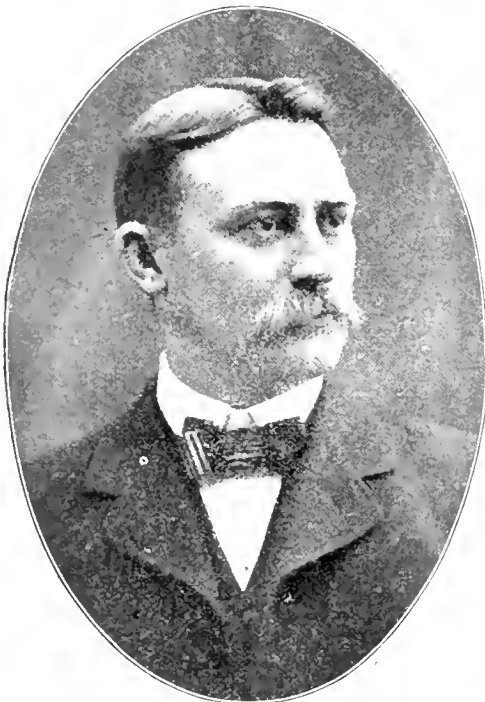
J. B. WALL, Buffalo.



E. M. VIETMEIER, Pittsburg
Snark of the Emvorse



F. W. VETTER, Buffalo.



O. E. YEAGER, Buffalo.

**SOME
PROMINENT HOO-HOO**

We present herewith the likenesses of the new head of the order of Hoo-Hoo, Snark E. M. Vietmeier, and the chief priest of the Osirian Cloister, N. A. Gladding and a number of the hardwood lumbermen of Buffalo who were prominent in the entertainment of the visitors.



A. W. KREINHEDDER, Buffalo.



M. M. WALL, Buffalo.



N. A. GLADDING, Indianapolis,
Chief Priest Osirian Cloister.



C. H. STANTON, Buffalo.

Eighth Annual Meeting Wisconsin Hardwood Lumbermen's Association.

Wausau, Wis., September 15, 1902.
The meeting was held at the Wausau Hotel.

Officers for the year 1902-1903:
President, W. J. Wagstaff, Oshkosh, Wis.;
Vice-President, F. H. Parboe, Wausau, Wis.;
Secretary, M. J. Colby, Stevens Point, Wis.;
Treasurer, C. S. Curtis, Wausau, Wis.

Committee on Prices and Expenses:
W. J. Wagstaff, Oshkosh, Wis.;
F. H. Parboe, Wausau, Wis.;
M. J. Colby, Stevens Point, Wis.;
C. S. Curtis, Wausau, Wis.

Committee on Membership:
C. P. Gann, Beldenville, Wis.;
J. H. Van Doren, Van Doren & Andrews, Bismarck, Wis.;
R. R. Andrews, Van Doren & Andrews, Bismarck, Wis.

Committee on Inspection:
W. J. Wagstaff, Oshkosh, Wis.;
H. H. Carter, Dan'l Shaw Lumber Company, Eau Claire, Wis.;
Wm. J. Starr, Eau Claire, Wis.

Committee on Education:
E. E. Finney, Marshfield Land & Lumber Company, Marshfield, Wis.;
H. C. Humphrey, G. W. Jones Lumber Company, Appleton, Wis.;
G. R. Lindsay, Little Wolf River Lumber Company, Matawa, Wis.

The meeting was called to order by F. H. Parboe, vice-president, who officiated in absence of the president, B. E. McMillin.

The first business was the report of the committee appointed at the last meeting to attend the National Lumber Manufacturers' Association held in Washington, D. C., in April. Mr. Wagstaff as chairman of that committee stated that they had concluded not to recommend affiliation at the present time, owing to the fact principally that it was dominated largely by southern lumber interests, and the benefits derived therefrom and therefore would hardly be proportionate with the expense. Similar remarks were made by the other members of the committee, Messrs. M. J. Colby and Wm. J. Starr, after which their report was adopted.

The question of prices came next, and adverse to the price list committee's recommendation to advance prices all along the line, the old list was reaffirmed and which we publish in connection with this report.

The election of officers for the ensuing year was the next order of business and a nominating committee of five, appointed by the chair, consisting of H. C. Humphrey, W. J. Starr, C. S. Curtis, J. H. Van Doren and W. J. Wagstaff, reported

the following list of members present:

- B. E. McMillin, Wausau, Wis.;
S. J. Vinnedge, Stevens Point, Wis.;
M. J. Colby, Stevens Point, Wis.;
H. C. Humphrey, Appleton, Wis.;
J. H. Van Doren, Bismarck, Wis.;
F. H. Parboe, Wausau, Wis.;
E. E. Finney, Marshfield, Wis.;
R. W. Davis, Franksville, Wis.;
E. P. Alpin, Oshkosh, Wis.;
A. J. Owen, Oshkosh, Wis.

The report of secretary and treasurer follows:

RECEIPTS	
Balance on hand, September 15, 1902	\$293.84
Memberships	24.00
Memberships	220.00
Subscriptions	100.00
Salaries	2.20
Total	\$632.04

DISBURSEMENTS	
Paid secretary	\$120.00
Office expenses	39.76
Committee expenses	210.39
Total	\$370.15

Balance on hand \$271.89
New members enrolled since last meeting 027

- William J. Starr, Eau Claire,
J. N. Boyington & Co., Stevens Point,
Frank P. Hiles, Hiles.

The question of the appointment of inspectors to operate under the Inspection Bureau of the National Hardwood Lumber Association in the state of Wisconsin, was brought up by Mr. Wagstaff, a member of the National Association committee for Wisconsin. He suggested that the Wisconsin membership recommend the names of some good inspectors in their respective districts for appointment by the surveyor general, stating that such action, when accomplished would facilitate business and greatly benefit the lumbermen of Wisconsin. The matter was fully discussed and Mr. Wagstaff's suggestion favorably received.

The meeting then adjourned.

Official carload price list of the Wisconsin Hardwood Lumbermen's Association, Adopted and effective March 25, 1902, Prices f. o. b. Wausau, Wis., freight rate.

	ASH		
	1st	No. 1	No. 2
1 in	\$32.00	\$22.00	\$11.00
1 1/2 and 2 in	34.00	23.00	12.00
2 in	35.00	24.00	12.00
2 1/2 in and thicker	40.00	26.00	12.00
1 in log run, No. 3 Com out, \$20			
BIRCH (MIXED COLOR)			
1 in (red only)	28.00	18.00	10.00
1 1/2 and 2 in	30.00	20.00	10.00
2 in	32.00	22.00	12.00
Red, 1 in	38.00	28.00	14.00
1 1/2 and 2 in	40.00	30.00	14.00
2 in	42.00	32.00	14.00
2 1/2 in and thicker	42.00	32.00	14.00
Only birch	100.00	75.00	50.00
1 in log run, No. 3 Com out, \$18			
BUTTERNUT			
1 in	36.00	26.00	16.00
1 1/2 and 2 in	38.00	28.00	16.00
2 in	40.00	30.00	18.00
BASSWOOD			
1 1/2 to 4 in, S to			
16 ft widths	30.00	22.00	14.00
12 ft widths	35.00		
16 ft and wider	36.00		
1 1/2 and 2 in	32.00	24.00	15.00
2 in	34.00	25.00	15.00
1 in Box Com No. 2 and 3 Com			Mixed, \$13
Add \$1 for selected lengths			

OAK			
1 in	30.00	20.00	10.00
1 1/2 and 2 in	32.00	22.00	12.00
2 in	34.00	24.00	12.00
2 1/2 in and thicker	40.00	30.00	16.00
1 in log run, No. 3 Com out, \$12			

DOUGLASS PINE			
1 in	20.00	18.00	16.00
1 1/2 and 2 in	21.00	19.00	17.00
2 in	22.00	20.00	18.00
2 1/2 in and thicker	24.00	22.00	20.00
1 in log run, No. 3 Com out, \$18			

RED OAK			
1 in	30.00	20.00	10.00
1 1/2 and 2 in	32.00	22.00	12.00
2 in	34.00	24.00	12.00
2 1/2 in and thicker	40.00	30.00	16.00
1 in log run, No. 3 Com out, \$12.00			

WHITE OAK			
1 in	27.00	27.00	17.00
1 1/2 and 2 in	28.00	28.00	18.00
2 in	29.00	29.00	19.00
2 1/2 in and thicker	30.00	30.00	20.00
1 in log run, No. 3 Com out, \$12.00			

HARD MAPLE			
1 in	23.00	13.00	8.00
1 1/2 and 2 in	25.00	15.00	8.00
2 in	25.00	15.00	8.00
2 1/2 in and thicker	27.00	16.00	12.00
1 in log run, No. 3 Com out, \$13			

SOFT MAPLE:
1 in to 2 in log run, No. 3 Com out, \$14
M. J. COLBY, Secretary and Treasurer.

HARDWOOD EXCHANGE LUNCHEON.

The Chicago Hardwood Lumber Exchange gave a luncheon at the Grand Pacific hotel on Saturday, September 19, at 1 p. m.

The following gentlemen were present:
W. O. King, of W. O. King & Co.,
Chas. Miller, Miller Brothers,
S. J. Vinnedge, S. J. Vinnedge & Co.,
Clarence Vinnedge, S. J. Vinnedge & Co.

Jacob Fink, Fink, Heidler Company,
Frank Heidler, Fink, Heidler Company,
Francis Heidler, Francis Heidler & Co.,
H. S. Hayden, Francis Heidler & Co.,
Clarence Wolf, Heath-Wielbeck Company.

F. S. Hendrickson, F. S. Hendrickson Lumber Company,
Frank Creelman,
Geo. W. Stoneman, Geo. W. Stoneman & Co.,
E. F. Richardson, Crandall & Richardson.

Jas. Trainer, H. M. Nixon Lumber Company,
C. D. Strode, National Hardwood Lumber Association,
A. J. Howard,
John Schoen Columbia Hardwood Lumber Company.

Geo. Thamer, Empire Lumber Co.,
John Spaulding, F. W. Upham Lumber Company,
L. B. Lesh, Lesh & Mathews Lumber Company.

After a substantial luncheon had been disposed of a business session was called to order by President W. O. King.

The advisability of revising the price list which had been in force for three months was discussed and much difference of opinion developed; the general consensus of opinion seemed to that while no general advance was advisable, some changes were necessary, some items being too low and others too high. Upon motion the following committee was appointed to go over the list:

Francis Heidler, B. F. Richardson, A. R. Vinnedge, Max Sondheimer, Clarence Wolf and W. O. King.

After some further informal discussion the meeting adjourned.

The Man About Town.

BY C. D. STRODE.

WHERE THE WAVES BREAK.

There is one class of our citizens whose occupation has been taken from it almost within the past year.

* * *

In this progressive country and in this progressive day and age events move with almost disconcerting rapidity, and one must needs be very wideawake to keep up with the procession. In other times it was not so; and in other countries, even to-day, things move somewhat after the old style and a man may pace comfortably along in the footsteps of his father without danger of being run over or left behind. But not in this country at this time.

It used to be that if a man's father was a shoemaker, he became a shoemaker and taught his business to his son; and one set of tools would, with proper care, last through several generations, or if one became lost or worn it was replaced with a new one of exactly similar pattern. But it isn't so now.

The old-time shoemaker was superseded long ago by machines of various kinds, and a shoe factory, which, ten years ago was equipped with machines of the most recent pattern, would to-day be entirely out of date and unable to compete.

And it is so in almost every line of trade. This is the most prosperous because the most progressive nation of the world, but it costs something to be prosperous and progressive. It costs a lot of hard work and nervous strain, for one thing, and it takes a lot of experimenting. It is a good thing to be a leader, but the position entails obligations and responsibilities. To be a leader one must get into a frame of mind where precedents and prejudices are absolutely eliminated. And along with that daring attitude of mind must go a huge balance of conservatism. One must be constantly breaking new paths, but doing it watchfully and carefully, with a keen eye for quicksands and a willingness and nimbleness in getting back to solid ground, once it is demonstrated one has gone too far or in the wrong direction.

* * *

The class of citizens referred to at the beginning of this article as being out of occupation at this time is that enterprising class of mechanics known as the "trust builders." Even as late as a year ago you could scarcely pick up a newspaper that did not contain a list of a lot of new trusts organized, together with imposing figures as to the amount of capitalization. The most diligent search of the daily papers to-day fails to reveal a single new trust. The space is largely taken up with accounts of how the securities of the old trusts are making a new low record each day.

The career of the trust builders reached

its apotheosis in the organization of the United States Steel Corporation and Morgan's shipping combine, and when Morgan, the king of the trust builders, visited Europe and was wined and dined by kings and emperors, that represented the extreme limit of the pendulum's swing in that direction. It is on the return trip now and Morgan could travel around the world without exciting any particular attention except as a sort of a freak. He would class along with the man who eats glass and the one who, being minus arms and hands, handles his knife and fork with his toes.

* * *

Another matter in which it seems the pendulum has swung to the limit and is starting on the return trip, is the matter of labor unions. There are not wanting signs that the wave of impulse or whatever it is that has carried the cause of the labor unions so high and so far has spent its force and is receding. The people seem to have grown tired of the fuss and bother, even the people in the unions seem weary of the toil and trouble, and the cause of the labor unions is on the wane.

* * *

And the funny part of these various matters is the seriousness with which some people take them. Many people believed that the trusts were going to gobble up the country; that they would crush labor with one hand and squeeze the consumer with the other; that they would come absolutely to control the entire industrial, commercial and financial policy of the country; that they would control Congress, and that eventually and soon this mighty people would become a race of slaves. Yes, they did. That is, such would be our fate if we did not hustle around and pass a lot of laws and things.

And there was a lot of people who felt the same apprehensions, or very similar ones, regarding the labor unions, and the silver question and all sorts of questions. They feared that the pendulum would swing up to the highest point and stay there; that the wave rolling in from the sea would keep right on over the mountains and plains and engulf the whole land, forgetting the law of physics that whatever goes up must come down and that water won't run up hill.

* * *

These things go by waves and that the waves rise so high and go so far before they break is due to the daring spirit of investigation and adventure which has carried the people of this country into the very fore front of civilization; and they ultimately break upon the hard common sense which keeps them there.

In an older and duller and slower community a new idea is rejected for no other reason than that it is new; in America it

is the newness of the idea that attracts. In other countries the fact that a certain system has been in vogue for a thousand years is an unanswerable argument in favor of leaving it alone; in America the fact that it has endured so long is the best evidence to the people that it is time it was improved upon.

So the American people take up with the new ideas and develop them on the proposition that maybe there is something good in them. The idea that all the industries in one line could be combined and consolidated under one management, thus eliminating the fierce competition which the American eagerness for investigation had brought about, appealed to the American mind with special force. The fierce race to outstrip rivals had led to wonderful results, but it had brought a train of attendant evils and had made the pace so keen that the proposition to eliminate that rivalry by combination was warmly received. The idea was developed without fear that when developed it could not be controlled, and the wave rolled on and on until it had spent itself and now it is receding.

* * *

But those waves always wash up something of value which the American people are quick to seize upon and utilize.

The trusts have failed not so much through the fault of the system as because of mistakes and dishonesty in its application. And in spite of the failure the experiment has demonstrated that there is a good, practical basis in the idea and there is little doubt but that a trust organized on sound and conservative business lines is a good proposition, with a good, safe profit in it. The pendulum is on the downward swing at present, but it will come up again.

The trust promoter is out of a job temporarily, but he will be reinstated before long. He will need to work along different lines than heretofore. He'll have to eliminate the wind and water bluff and buncombe from his schemes; he'll need to get down to a safe basis and talk turkey, but the chances are favorable that at his next attempt he will build something of value.

* * *

And that which is true of the trusts is true also of the labor unions. The unobserving have not noticed it as yet, but the signs are in the sky, growing plainer every day, that the pendulum in the labor union movement has swung to the limit of its power and is already quivering for its downward swing. And it is my belief that the next few years will see any number of shipwrecked unions and any number of walking delegates out of a job.

For, as in the case of the trust movement, the labor movement has been carried beyond the domain of reason altogether.

... until the people have been educated and well-informed, and they have too much determination and self-respect to be overwhelmed or undermined or oppressed by anybody or anything.

The time may come, centuries hence, when the character of the people may have deteriorated, when such a thing may be possible—but not now. The supreme power of this country at present is the people's will and no law can restrain its action. When the people wish to register their will they find a way, and that the puny trusts or the puny labor unions can coerce this mighty nation, or drive it, or make it afraid is ridiculous.

There are signs, too, that another wave is about to wreck itself, and that is the wave of grafting and hoodling, which has come rolling in in such power that some people fear it will engulf the nation. But there are abundant signs that the people have grown disgusted and they will raise their hand some day and the thing will stop; and a lot of fellows will find themselves looking through a jail grating from the wrong side. As to how they will stop it we need not concern ourselves. They will find a way.

And it is thus that civilization is made wave on wave, each washing something up, out of that which is washed up the people choose that which is of value, and leave the rubbish for the next wave to take away.

When the earth was very young and in plastic state science teaches us that its surface was subject to tremendous upheavals and that a continent would be created or would sink from sight in a single day; but now the earth has become old and its surface firmly "set," and the contour of a continent will scarcely be changed by so much as a foot in a hundred years. The day of mighty upheavals has gone by, and it is only by the action of the waves, eating in a little here and building up a little there, that any change is wrought at all.

And it is the same with society. In the early days there were upheavals and revolutions without end. A civilization would grow up almost in a night and almost in a night it would disappear. But society is old and "set" today and such changes as are made are made but slowly. And when anyone tells you that the labor movement or the trust movement or the free silver movement or any other movement is going to cause a general upheaval, or a general blotting out, don't you believe it. It's just a wave that will wash out a little here, maybe, or trim a little there, maybe, and that is all.

Another thing noticeable in this connection is the inability of any human law or enactment to check the progress of one of

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And any fears that any movement will overwhelm this country—that the trusts or labor unions or railroads or any other agency will subvert our institutions, or seriously oppress our people, at this time, are all bosh and moonshine. The American people are too young and strong, too full of vitality and enthusiasm, too well

From Near and Far.

CHICAGO COMMENT.

W. A. Whitman, manager of the South Arm Lumber Company's plant at Marquette, Mich., spent a day or two in Chicago last week, looking after business, and incidentally paying up a few social obligations.

Geo. B. Zearing of DeValls Bluff, Ark., was another visitor to the Chicago market last week, and favored the Record office with a call. He says things are working all right at the mill now and they are putting out a standard article in the way of manufactured oak and gum. Zearing is no right kind of stuff.

Mr. Gamber, of the E. Soudheimer Company, has returned from his trip to Europe. He was absent for nearly two months, devoting the time largely to recreation.

Mr. Vox Lendrum, of the Penrod Walling Corporation, Kansas City, Mo., was in Chicago this week, visiting some of his old time friends.

Ed. Heath, of Heath Witbeck Company, started south on a business trip a couple of weeks ago, and got as far as Memphis, returning from there with a case of

diphtheria. Ed is one of the kind of people that don't tarry long on any kind of a proposition and he nipped this thing in the bud, as it were, so that we are able to report now that he will be on deck again in a very few days.

Among other visitors to the city were: J. S. Goldie, Cadillac, Mich.; Charles Christianson, accompanied by Mr. Naud, Jr., of Manistee, Mich., and Frank May, May, Thompson & Thayer, Evansville, Ind.

Mr. Van Cleve, formerly buyer in the Lardwood department of the Edw. Hines Lumber Company, has accepted a position with the hardwood firm of Ryan & McFarland, and will look after their city sales.

We are in receipt of notice from Mr. O. G. Gardner, the well-known hardwood lumberman of Mercer, Tenn., that he has removed his headquarters to Jackson, Tenn., and is now conducting his business from that point.

The Buffalo Hardwood Lumber Company are out with a stock list which is not only complete and well arranged, but is an artistic production in the bargain. It shows

a fine line of dry stocks in their yards at Buffalo and at different points in the country and at their mills in the North and South, including nearly every kind of hardwood that grows in the United States.

* * *

We are in receipt of a novelty in the shape of a booklet from E. C. Atkins & Co., Indianapolis, Ind., mentioning some of the good points of the Atkins inserted tooth saw. The novelty is in the design of the book, same being printed on substantial paper, cut into the shape of a circular saw. Inside is descriptive matter and what some of their friends say of their product.

GOTHAM GLEANINGS.

New York is enjoying just the kind of snarp, frosty weather that makes labor not alone easy but desirable, and if it were not for the strike conditions, for building has by no means been resumed generally, a condition of activity would be presented there that has seldom if ever been equaled. Even as it is there are not many complaints, for trade is not bad as a whole. Still, local activity and conditions that would make life in the retail yards more strenuous, would be gladly welcomed.

* * *

The first step toward the organizing of the yellow pine wholesalers in this district was taken on the 9th inst. Every big house was represented and a committee appointed to attend to the details of organization and set a date for the second gathering.

* * *

A prominent visitor here during the month was John B. Ransom, head of J. B. Ransom & Co. and president of the Nashville Hardwood Flooring Company. Mr. Ransom was accompanied by his family and with him was R. T. Wilson, assistant general manager of the flooring company. While here Mr. Ransom appointed S. E. Kellar of No. 18 Broadway, the exclusive selling agent for the wares of the company, which consists of beach and oak flooring—the latter in all thicknesses—thin, 3/4, and 1/2-inch stock.

* * *

The Boothman Mill Supply Company has been incorporated with a capital of \$50,000 to deal in lumber in this city.

* * *

N. W. Curtis has purchased the stock of the late Isaac H. Curtis in the Curtis Bros. Lumber Company, Vista and Liberty avenues, Brooklyn, thus becoming sole owner of the big retail establishment.

W. E. Williams, of the Reed City Lumber & Shingle Company, Reed City, Mich., maple flooring, was a recent visitor in town, so also were Mr. Lobdell, of the Lobdell & Bailey Manufacturing Company, Onaway, Mich., Samuel Burkholder, Crawfordville, Ind., J. W. Freek, of Hurd & Baunstein, Buffalo, W. O. King, of W. O. King & Co., Chicago, and John Welsh, of

the Tennessee Lumber & Manufacturing Company, Pottsville, Pa., and J. F. Cameron, Milwaukee.

* * *

Lucien L. Bonheur has been appointed receiver of the assets of the Plumbers' Woodwork Company, Nos. 62 and 64 Elizabeth street, this city.

* * *

William L. Willich, who has been abroad for three months on a business trip for John Carheart, the hardwood wholesaler of No. 115 Franklin street, has returned to this country well satisfied with the results of the trip.

* * *

L. T. Williams & Sons, Isaac L. Cole & Son and Wm. L. Marshall have secured three African mahogany logs, all part of the same tree, which brought at the auction sale in Liverpool the unprecedented sum of \$15,728. The logs are remarkable, not alone for their size but for their length. The first log measured 21 feet long, 38 inches deep at the butt and contained 1,386 square feet; the second was 23 1/2 feet, depth at the butt 44 inches, and it contained 2,444 feet; the length of the third was 25 1/2 feet, 46 inches deep at the butt, and contained 3,925 square feet. These logs are said to have produced the finest African mahogany veneers the United States has seen.

PHILADELPHIA POST.

Considerable interest is being manifested by local dealers in the exploitation of North Carolina pine. Many saw mills are being erected by Philadelphia firms throughout the eastern section of that state. Some of the firms have regular chains of mills and the product is shipped direct to this city for distribution.

* * *

A decided stand was taken by the local builders against the aggression of the labor unions on September 9, when emphatic resolutions were adopted by the Master Builders' Exchange. The main portion of the resolutions was as follows:

"Resolved, On and after January 1, 1904, no workman shall be employed on any of our buildings in Philadelphia unless he is willing to agree not to engage in any sympathetic strike and to arbitrate any difference that may arise, work to continue meanwhile."

The inevitable result of such a stand will be a number of lockouts on the first of the new year, for it is unlikely that the workmen will abandon their unions and their principles.

* * *

The local lumber dealers have felt a great loss in the death of William S. Taylor, one of the oldest wholesale merchants in the city, who died on September 17, at Bryn Mawr. He was the founder of the firms of Taylor & Betts and William S. Taylor & Co., and was actively engaged in business for forty-six years. He took a great interest in all matters pertaining to the financial and lumber world and partic-

ularly in the development of the river front. Mr. Taylor was born at Taylorsville, Bucks county, Pa., in 1831, and came to Philadelphia in 1853. He was one of the founders of the Lumberman's Insurance Company and the oldest director of the National Bank of Northern Liberties, retaining his directorship in both corporations until the time of his death. He is survived by a daughter, Mrs. Joseph C. Poulterer.

* * *

The force of salesmen of Samuel H. Shearer & Son has recently been augmented by the addition of two well-known lumbermen, Charles A. Bartlett, formerly of the Otto Creek Boom & Lumber Company, will look after the firm's interests in New York and New England, and George E. McNerney of Lock Haven, Pa., will attend to the business in the South.

PITTSBURG PACKET.

Lumber dealers in Pittsburg have been put to no little trouble the past year by the tactics of "slick" real estate men who had alluring propositions to make them. There has been a very great increase since 1902 in the number and size of the deals in both timber and coal lands and a large amount of Pittsburg capital has been invested in these lines. This has led real estate brokers into these channels under the impression that big lumber dealers were ripe for anything that looked "good." Hardly a week passes that several of the big lumber firms are not visited by some smooth-tongued agent who represents that his tract of several thousand acres in a virgin locality in the South or Southwest will cut on an average 12,000 feet of hemlock to the acre, or 15,000 feet of white pine, or 8,000 to 10,000 feet of oak. Often where the lumbermen or their representatives have made a personal examination of the land they have found that it would not cut one-fourth the amount claimed. This has had a tendency to make them unusually wary of the real estate sharks and very few deals are made now until after months have been spent in looking up the tracts and getting a guaranteed title, which in many cases has been the cause of endless litigation after the timber was partly cut.

* * *

A syndicate of eastern capitalists has bought from Mrs. Hannah Harmon timberlands in McDowell county near Huntington, W. Va., valued at \$500,000. The purchasers will begin at once to develop the tract, having organized a stock company in which Mrs. Harmon has a large amount of stock.

* * *

The lumber firm of E. D. Davis & Sons, Limited, which created a considerable stir last spring by the purchase of 200,000 acres of coal and timber land in Nova Scotia, has been reorganized as the Davis Lumber Company, Limited, of which J. M. Hastings of this city is president. The company already has one mill at work cut-

At the same time, the company is planning to build a new sawmill in Maryland, and is also planning to build a new sawmill in Tennessee.

The company has two large sawmills in operation at the present time, and expects to put into operation shortly a new sawmill in Maryland. The machinery for the plant having been ordered. Although the price of lumber has recently dropped from \$3.60 to \$3.70 per thousand, this firm has a large stock of orders ahead and will do a big business in this line the coming winter. Under the direction of W. E. McMillan three miles of tram have lately been added to the company's facilities for getting out timber. Its total investment in this locality is now \$250,000.

* * *

J. D. Bolton, manager of the hardwood department of the American Lumber & Manufacturing Company, will shortly take a business trip through Tennessee and Arkansas.

* * *

A. J. Staub, a lumber dealer in Connelsville, Pa., has bought from Spring Hill farmers 3,000 acres of timberland on Indian and Back creeks in Fayette county, Pennsylvania. This deal, which is the largest timber sale ever made in Fayette county, gives Mr. Staub a tract of 5,000 acres in close proximity and makes him one of the largest timber holders in the state.

BUFFALO BITS.

The Buffalo dealers all report business good and lumber coming in freely, and everyone is looking for a good fall trade.

* * *

The Buffalo Hardwood Lumber Company are out with the handsomest thing in the way of a stock list that the trade has seen in many a day. It is useful, as well as ornamental, and does great credit to the originators.

* * *

Mr. F. W. Vetter starts south again this week, to the mills of the company, at Empire, Ark. His stay here has been prolonged on account of the Hoo-Hoo convention, where he has been putting in very good and effective work.

* * *

The Hoo-Hoo convention for 1903 is a thing of the past, except in the memories of the participants, and that it was a success in every sense of the word is the verdict of all who attended.

The out-of-town visitors, from near and far, one and all, say they had the time of their lives, and that from the time they came to Buffalo, until they left for home,

they had everything to excel them. The convention was already planned for their comfort and entertainment, by the entertainment committee, including champagne, traps to the Falls, Toronto and other nearby resorts. The total business of the convention was attended to on the 9th and 10th.

The local committees having the business charge were made up as follows:

General Committee—John Feist, chairman, and all members of the various sub-committees. Henry M. Feist, secretary.

Ways and Means—John Feist, chairman; Curt, M. Treat, C. H. Stanton, A. J. Chestnut, E. N. Stewart, O. E. Yeager, Walter Betts, D. H. Harper, A. J. Elias.

Entertainment—J. B. Wall, chairman; C. H. Stanton, M. S. Tremaine, F. W. Vetter, F. B. Emery, Curt, M. Treat, E. B. Holmes, Frank Reilly, Fred Blumenstein.

Entertainment of Ladies—Angus McLean, chairman; John W. Heinrich, Henry M. Feist.

Reception Committee—John J. Mossman, chairman; M. M. Wall, Henry E. Boller, A. Miller, Arthur Kreinheder, Fred Sullivan, J. M. Briggs, C. R. Shuttleworth, C. H. Seymour.

CINCINNATI GOSSIP.

September 22.

The Fourth Cincinnati Fall Festival, which opened on September 7 and closed September 19, was by far the most successful of any similar venture ever given in this city. The industries of the "Queen City of the West" were well represented by the different exhibits. Of special interest to the hardwood trade were the displays of the J. A. Fay & Egan Company, The Queen City Supply Company (Puehta, Fund & Co.) and the Lawrence Mendenhall Company. These three exhibits were appropriate and perfect in every detail and attracted considerable attention from the thousands of visitors.

* * *

O. A. Thayer, the manufacturer of Charlestown, W. Va., and president and owner of the baseball club of that city, was here the middle of the month, on matters concerning the interests of a new plant he is erecting near Charlestown.

* * *

B. F. Stapleton and his wife were visiting friends and relatives in this city and Kentucky during the month of September. Mr. Stapleton was formerly a resident of Newport, Ky., and while living there was connected with several Cincinnati hardwood companies, but is now a resident of Ottawa, Canada, and, it is said, has amassed a considerable fortune out of the lumber business in that country.

* * *

C. J. Bacon, who owns several mills near Bacon, Ohio, was here on September 8, looking after business details of importance.

* * *

Mr. Si P. Egan, first vice-president and general superintendent of the J. A. Fay & Egan Company, was the officer of the day

on Irish Day and the Fall Festival. Thursday, September 17. Needless to state Mr. Egan wore the honors in his usual modest manner.

The Cincinnati Lumbermen's Club will hold their next monthly meeting and dinner of the season Tuesday night, October 6, at the Stag Cafe, as usual. Arrangements are being perfected to make the affair one long to be remembered by those who attend.

The proposed Receivers' & Shippers' Bureau seems to have died a natural death, as the promoters have about given up hope of interesting enough of the manufacturers of the city, which would be necessary, before the organization could be permanently brought about. The Lumbermen's Club had endorsed the idea and a number of hardwood manufacturers of Cincinnati had signified an intention of becoming members, as there was no doubt but what the interests to be accrued would be of special benefit to their interests.

* * *

Dan Cupid has pierced the hearts of two popular young men in the hardwood trade here, and already the wedding ceremonies have been performed for Charles F. Weiler and Miss Emma Gates, and for Andres B. Marsh and Miss Lenore McCabe. Mr. Weiler is one of the best known of the younger generation of lumber inspectors, and Mr. Marsh is a buyer for one of the largest concerns in Cincinnati.

* * *

F. M. Possell, one of the best posted men in the trade in this city, is home from an extended trip through the milling districts of the South. He reports that as fast as cut the lumber is being shipped and that all the mills are running full time.

* * *

On September 10, the information was received in this city that J. W. Hambrick of Huntington, W. Va., had sold to C. Crane & Co. several hundred thousand acres of timberlands in eastern Kentucky chiefly in Johnson and Martin counties, and that the developing of the lands would be begun immediately by the Crane Company. Inasmuch as the deal was of considerable proportions the Record correspondent interviewed Mr. Clinton Crane on the subject, and was greatly surprised when Mr. Crane stated that his company had not purchased the lands as reported. Continuing, he said: "I understand that Mr. Hambrick holds some options in timberlands in that territory, but we have bought none from him. There is nothing authentic in the report, and I do not know where the rumor started."

* * *

Emil Rothe, formerly a buyer for the Hanna-Wilborg Company, wholesale hardwood dealers in this city, waived examination in the police court, Tuesday, September 15, and was bound over to the grand

jury in the sum of \$2,000. Rothe, it will be remembered, attempted to commit suicide in Baltimore several weeks ago, when he was aware that his employers discovered that he was an embezzler to the extent of \$450. He was brought to this city on a warrant sworn out by his former employers, and in police court had several trials, all of which were continued from time to time. It had been hinted that the company would take Rothe back and allow him to work out the sum of his defalcation. This proposition seems to have been turned down by the company, as Mr. J. P. Hanna was in police court attending the prosecution. Relatives of Rothe's wife are wealthy in the South, and they may yet come to his aid in a financial way, it is said.

* * *

The Wernicke Timber Land Company, which was recently incorporated, will probably establish their Cincinnati offices in the Union Trust & Savings Bank building at Fourth and Walnut streets, though these headquarters have not as yet been permanently decided on.

* * *

The Stone & Hinckley Company, recently formed by T. B. Stone, head of the T. B. Stone Lumber Company of this city, and Wade Hinckley, announce that they will be ready to take orders within a month. The company intends to carry on a cypress and yellow pine trade on a wholesale scale.

* * *

E. P. Ransom was in Youngstown, Ohio, September 15-16, and attended the meeting of the retail dealers when the "Inter-State Retail Lumber Dealers' Association" was formed.

* * *

The Cincinnati members who attended the Twelfth Hoo-Hoo annual at Buffalo have arrived home, and all report having had a glorious time. The Cincinnati party was composed of John H. Arms and wife, S. A. Conn, J. C. Magness and wife, A. D. McLeod, J. H. Doppes and wife, A. N. Spencer and wife and Edward J. Wilson.

AT MINNEAPOLIS.

W. B. Judd, in charge of the gum, heading and stave department of the Morse Grain Company, has returned from an extended trip to New Orleans and other southern points, where he was arranging for shipments of stock to this market, now a large buyer of gum.

* * *

S. P. McConnell of St. Louis, Mo., was in Minneapolis a few days ago taking orders from some of the line yard operators for cypress lumber, to be delivered to their yards in Iowa and South Dakota.

* * *

F. M. Bartelme, representing the Fred W. Upham Lumber Company of Chicago, was in Minneapolis the other day placing some of their hardwood stocks. Mr. Bartelme told the local hardwood men that

their only trouble was with getting supply of stocks for their trade, which is fully up to recent years as far as demand goes.

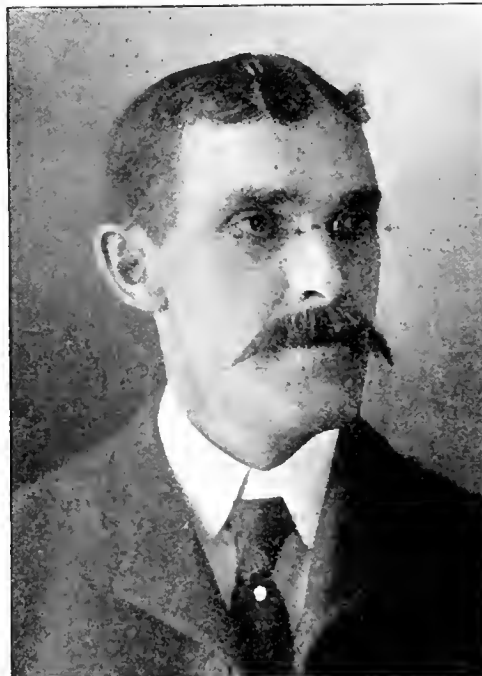
* * *

C. F. Osborne, of Osborne & Clark, the local hardwood dealers, has gone down to his farm in Illinois to see how his crops are turning out, and also to visit his retail lumber yard.

DEATH OF H. M. NIXON.

It is our sad duty this issue to chronicle the death of H. M. Nixon, of the H. M. Nixon Lumber Company of Chicago, who was interred in Oakwood cemetery, this city, on Monday, September 14.

Mr. Nixon had been in bad health for some months, and his demise was not unexpected but was not the loss sad on that account. A strange coincidence was that it was just a year before, on September 14, 1902, that R. T. Witbeck, the last



THE LATE H. M. NIXON.

member of the exchange to pass away, was buried.

When it was learned that Mr. Nixon had died, a meeting of the Chicago Hardwood Lumber Exchange was called and was largely attended. Mr. Nixon had been a member of the exchange for a number of years and served two terms as secretary. At this meeting the following resolutions were adopted:

RESOLUTIONS OF RESPECT.

Whereas, It has pleased the Almighty to remove from our midst Mr. H. M. Nixon, a fellow lumberman and member of the Chicago Hardwood Lumber Exchange, and

Whereas, In Mr. Nixon's death each member of this exchange loses a warm personal friend and the exchange loses one of its most valued members, a man who had no enemies and whose life was full of kindly actions and charitable thoughts for his fellow men, and

Whereas, He leaves a widow and two children and a wide circle of friends throughout the hardwood trade to mourn his loss, therefore be it

Resolved, That we, the Chicago Hardwood Lumber Exchange, in meeting assembled on this Saturday, September 12, 1903, do express our deepest and sincerest sorrow at his untimely death, and extend our heartfelt sympathy to his bereaved family, and be it further

Resolved, That a copy of these resolutions be furnished the lumber press, and that a copy be properly engrossed and delivered to his family.

CHARLES MILLER,
C. D. STROPE,
O. O. AGLER,
Committee.

A committee of three was appointed to procure a suitable floral tribute for the exchange offering: L. B. Lesh, George Thamer, Wm. E. Trainer.

The following gentlemen were appointed to act as pall bearers: C. V. Kimball, James Trainer, Geo. Thamer, Jno. S. Benedict, A. R. Vinnege and Clarence Wolf.

Harry M. Nixon was born in Warren county, Ohio, in 1858, and afterwards resided in Indianapolis, where he entered the employ of L. V. Boyle & Co., at that time engaged in conducting an extensive hardwood lumber business. In 1886 L. V. Boyle & Co. opened a yard in Chicago and Mr. Nixon came here as bookkeeper. He served in the office for three years and then went on the street as city salesman. In 1893 he entered the employ of the Columbia Hardwood Lumber Company and served one year as salesman. He then associated himself with Mr. Geo. W. Leatherbee in the Reliance Lumber Company, until, in 1898, he, in company with Mr. E. E. Moberly, organized the H. M. Nixon Lumber Company of Chicago, with which he was connected until his death.

Mr. Nixon was a strictly honorable and upright business man and one of the best hardwood lumber salesmen Chicago has ever had. Until his health failed he was of untiring energy and by close application to his business brought a large measure of prosperity to his company. Of recent years, especially the last two years, he has been failing and was not able to do full justice to himself or his business.

Mr. Nixon leaves a widow and two children and a host of friends throughout the hardwood trade to mourn his loss.

F. J. Smith Hardwood Lumber Company is a new hardwood firm at Troy, Tenn. They have a brand new saw mill outfit and plenty of capital. They will manufacture plain and quartered oak, ash, gum, poplar, cottonwood, hickory and walnut.

The Schuh-Miller Lumber Company, Selma, Ala., recently purchased the timber rights to an extensive tract of land near there and will begin clearing same at once. It is also announced that in view of this purchase they will increase the capacity of the Selma plant.

TWO NEW SONDLILIMBA ENTERPRISES

SONDLILIMBA ENTERPRISE... Mr. J. A. ...

Mr. Sondlimba is also fixed up to a considerable extent in the newly organized Ranger Hardwood Export Company.

At a recent meeting of the American Forestry Association Mr. B. F. Nelson, a prominent lumberman of the Northwest, spoke before the association upon "A Lumberman's Idea of Reforestation."

"The lumbermen of today are often fairly denounced as the vandals of the forest. They are charged with the ruthless destruction of virgin timber at the expense of future generations.

"It is needless to say that the lumbermen resent such criticism, as they do not feel that their vocation is with out moral excuse or reason. There has been abundant excuse for the destruction of the forests. The forest was the natural enemy of our forefathers, and without its destruction our land could not have been settled and civilized as it is today.

The forests had to be sacrificed that the great prizes might be won. While the forests have been converted into fields and pastures and sports grounds, our wood-using great-grandfathers of olden times have been equally laboring for the tilling of the soil.

The lumbermen are not willing as most persons to deplore the ravaging of the forest, but they do not believe themselves any more responsible for it than the conditions of society which demand it.

...effect of forests on the ... total property and welfare ...

The following is the general committee selected to look after the affairs of the organization of the dressed gum lumber manufacturers. C. F. Korn, chairman; Howard Rule, secretary.

The Markets.

CHICAGO.

There seems to be some little hesitancy yet among the local buying trade and purchases are still being made in small quantities as a rule, but the aggregate foots up plenty.

The supply of hardwoods in the yards of dealers and consumers is in both cases at a minimum point, generally speaking, and the scarcity of supply at mill points is well known.

The oak market continues to show great strength, particularly in quartered white and plain red. There is practically no quartered white on the market, except what the day brings forth and an almost like shortage in plain stock.

As to gum and cottonwood prices are strong, and the market with a few exceptions is poorly supplied.

Would You Like More Steam? And Like To Pay Less For It? THE PERFECTION HOLLOW BLAST GRATE... MILLER OIL & SUPPLY COMPANY Indianapolis, Indiana

THE MORTON DRY KILN The Safest and Most Economical... The A. H. Andrews Co 174-176 WABASH AVE. CHICAGO, ILL. DOWN-DRAFT MOIST-AIR..

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GUM
POPLAR
HICKORY
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 Pamphlets and complete information can be obtained by writing
W. H. KILLEN,
 Deputy Land and Industrial Commissioner,
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JAS. C. POND, G. P. A.,
 Milwaukee, Wis.

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THE MOST DURABLE **SIMPLEST**
 Has stood the Test of Twenty-five Years Cuts from Bottom up, or Top Down.
 Only Gummer that is Reversible Used on Large or Small Circular Saws and Cross-Cuts
 Weighs only 12 Lbs.
MOST QUICKLY ADJUSTED
 Cuts off the Backs of Teeth, as well as the Gullet
TESTIMONIALS
 No mill can afford to do without it. D. BARNER, Baldorf Ohio.
 It is just what you say it is. My youngest boy operates it. I. HANCOCK, Goshen, Tenn.
 I used another make of Gummer before I bought a Star in 1901 and like yours best. J. W. GOODWIN, Pleasant Lake, Ind.
 MANUFACTURED BY
MILLER OIL & SUPPLY CO.
 INDIANAPOLIS, IND.

Basswood is in very active demand, as is also maple, and a serious shortage in supply of both kinds. Birch has shown some greater activity of late, particularly in firsts and seconds. There is a fair supply of common and cull grades in the market, and only a moderate demand.
 Other woods have changed but little and all are in good request.

NEW YORK.

There are saving clauses to everything, and the Biblical quotation of the wind being tempered to the shorn lamb is so often illustrated that it seems trivial to point out how hardly any of the various woods or, rather, the sales of them are being seriously affected by the lack of building in the metropolis.

With regard to such lumber as short-leaf pine, spruce, etc., instead of going into the construction of buildings just now, they are being used for trestle work, the preliminary work about new tunnels and sewers, etc., while as for hardwood, there is such a demand for it in the manufacture of furniture, pianos, etc., that its absence for moldings, etc., while noticeable naturally, is not nearly as fatal to the industry of disposing of it around the metropolitan district as it might otherwise have been.

In fact, although hardwood dealers, both wholesale and retail, report something of a falling off in the demand from what it has been, still the best season for that kind of stock is yet to come. As for prices, everybody knows how light the stock is at the sources of supply and how strongly it will continue to be held for that reason.

The sensational rise in poplar surprised local dealers, and it is held that it was hardly warranted here in the East. Still, the new prices will probably be religiously lived up to.

For quartered oak there is still a very good demand to be noted at prices ranging from \$80 to \$85.

Inch plain oak at \$43 to \$45 is in fair call, with the supply only of reasonable proportions.

Ash is strong at \$42 to \$45; basswood is quoted at \$12 to \$14, and chestnut is in good demand at \$41 to \$46.

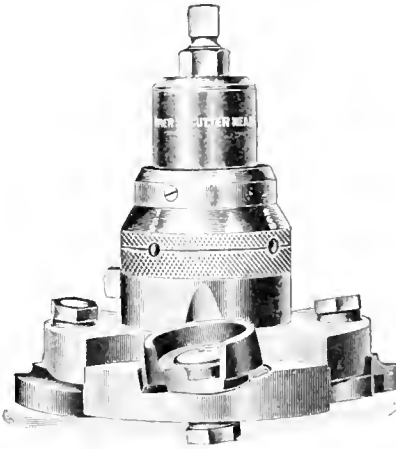
PHILADELPHIA.

The high price of lumber and other building materials and the fear that a clash between labor and capital is imminent has almost caused a total suspension of building operations throughout the city. As a result of the depression, hundreds of draughtsmen, carpenters and laborers have been thrown out of work, with little prospect of a resumption. As a result of this stagnation, there has been a decided slump in the lumber market and the usual fall boom has not yet materialized. The effect has been felt by all of the dealers and they do not see where the trouble is going to end. Despite this fact, the prices of the various stocks have not wavered. Had the suspension of business occurred at any other time there might have been a decline of prices, but as few of the dealers have much wood in their yards, the stocks have remained firm. Business is at a low ebb and both the supply of and demand for lumber is exceedingly light.

A prominent dealer said recently in speaking of the situation: "All material has soared high in price with the demands of labor, which has gradually become almost prohibitive. The present condition has long been developing. No building operations of importance were planned this year. The contracts have been exhausted

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 C. H. Benedict, C. B. Benedict.
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 ASH, CHESTNUT, WALNUT,
NASHVILLE, - TENN.

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DE VALLS BLUFF, ARKANSAS.



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 and HARDWOOD LUMBER**
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BUFFALO

The market for poplar lumber is a little more active than it was a few weeks ago. The price has advanced a few cents. Whether this advance will be maintained or not depends on the supply of poplar. It is believed that the supply is very free, expressed that the market was big enough for any amount of poplar. It is stated that dealers in poplar wood supply can't stand the price of poplar now asked for. They are looking for a substitute at a price of 50¢ per foot. It is a good thing for everyone when any manufacturer brings a good price, especially if this article is of general use and one that will not very well be got along without. But when the price on any article is advanced so that one cannot handle it at a profit, or finds the article hanging on his hands on account of the price, then he is forced to look around for something that will take its place at less money, and it is much easier, by the way, to find a substitute for poplar than it would be for quartered oak. Talking about quartered oak, I think there is a much better feeling all round with regard to this wood than there was two or three weeks ago. At the same time it must be confessed that there has been more or less cutting of prices in order to make sales. It does not seem as though this were good policy at the present time.

It will be necessary. However, I do not believe in cutting to straight grades, such cutting is done at the expense of meeting the grade at the market. There has been coming in a lot of poplar, maple, by the boat, Michigan and basswood, maple, birch, oak and poplar by the car. Maple is quite firm in price, especially three inch and four inch. While poplar may not have been coming in quite freely or so easily I do not think it is one of any falling off of business. Our lumber factories all over the country are going full time and behind with their orders. At the same time they have been buying quite heavily and are all pretty well stocked up on present requirements and for some little time to come. Then after vacation everyone is putting forth an extra effort to secure orders, to make up for lost time, and it would be small wonder if there were not some little cutting and slashing of prices in the scramble after orders. Taking it all round I do not believe anyone is worrying very much over the business conditions, and I think when the month closes it will be found that it will average up all right along side of September a year ago.

CINCINNATI.

The market during the past two weeks has been characterized by exceptional activity, and according to one prominent wholesale dealer, the demand is more active than at any time for the same period within the last thirty years. While this is rather a broad statement in view of the activity of former years, there are quite a number of well posted manufacturers and wholesale and retail dealers to be found who are of the same opinion. On the other hand, though they are in the minority, some wholesalers state that the recent action of the Hardwood Man-

ufacturers a lowering in advancing prices of the different hardwoods, has had the effect of cutting to a considerable extent the actual volume of transactions, but they found that the inquiry has shown wonderful though not entirely unexpected improvement.

The position of poplar is regarded at present as the one unfavorable feature of the market by more than one. The difference in views as regards the price, most of the manufacturers holding that the supply is inadequate to the demand and that, therefore, prices asked are justifiable, while both wholesale and retail dealers declare they have been offered lots in large amounts at figures ranging from 81 to 83 below the old list quotations, having resulted in the market for this wood being in a more or less unsettled condition.

The box manufacturers are placing orders in fairly large amounts for the different grades of cottonwood, and as the supply is rather short, holders, in most instances, are asking advanced prices, and are getting them, too. The call for quartered oak has showed improvement, in proportion to the other hardwoods, and with the supply as light as for some time, there is a firmer feeling to the market. The orders being received are mostly for small amounts, but this has occasioned no complaint, owing to the limited stock on hand, and no definite prospects of increased receipts. For the rest of the woods the inquiry has showed material general improvement and numerous sales have been reported for larger quantities than at any time since last spring and winter.

Furniture manufacturers have decided on their wants for the winter trade, and are placing their orders without delay, though there is some dissatisfaction manifested over the inability to secure desired amounts of the better grades of their class of lumber.

Already there is some apprehension over

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Quartered White Oak Our Specialty.
FOR SALE.
 2 cars 5 1/2-in. poplar, 18 inch and up. 2 cars 1 in. qtd. red oak, common.
 1 car 1 in. pop ar, 18-inch. 1/2-car 1-in. q'd red oak strips.
 car 1-in. q'd red-oak, 1st and 2nds. 1 ca 2 in. com. and bet. hickory.

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OAK,
ASH,
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**Michigan Rock Maple and other
Michigan Hardwoods.**

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

**GOOD HARDWOOD TIMBER
IS
BECOMING SCARCE**

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of the

White and red oak, hickory, walnut, poplar and ash of the very best quality and of heavy growth can be secured, and sawmills, stave and handle plants and other wood working industries will find that section offers superior advantages as a location.

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a probable car shortage this fall, but the railroads have promised that the difficulty will be of as short duration as possible, if there is any.

ST. LOUIS.

There are few things to say concerning the St. Louis situation that are different from what has already been written of the conditions in this city, as it is still a case of unusual demand for dry lumber with small stocks in a shipping condition. For some months past it has been no trick at all to secure as much business as could be handled, and it has really taken a diplomat to avoid getting the books so filled up with orders that only a tangle would result. The consumers, as a rule, have been inclined to buy on a hand-to-month basis, but, at the same time, this method of placing order has easily given as much business as could be taken care of, as practically all of the orders have been for either dry or shipping dry lumber, which is a scarce commodity in all markets. It may be that the high prices now prevailing prevent many of the factories from buying ahead, through the belief that there can hardly be a further advance, but if this be true the condition has existed for upwards of a year, during all of which time there has been a steady hardening of values. Even to-day prices at initial points are as strong, if not stronger, than those in the central distributing markets, which is a condition that could not prevail on a declining market. The one thing over which there is general satisfaction in St. Louis is the fact that the local wholesalers will be in very good shape to take care of the business of next spring. Both purchases and receipts of green lumber have been rather heavy during the past few months, and a large number of mills are under contract to St. Louis parties and are shipping green stock as rapidly as the car situation will permit. By next spring there should be an ample supply of dry lumber in St. Louis, in view of the fact that the winter period of dullness is almost at hand during which the shipments will be rather light. As conditions have been thus far this year, stock has been shipped out as rapidly as it became dry enough to ship and, while the market has been doing an excellent business during all this time, stocks of dry lumber have been continuously exhausted. In other words, shipments have only been limited by the amount of dry lumber on hand and there have always been a sufficient number of orders on hand to absorb that stock which was available. All sections of the consuming country have been equally aggressive in placing orders and, as has been stated, the market is being kept depleted of stock ready for shipment. Considerable lumber has been coming into this market by river during the past few weeks, and, with a plentiful supply of cars, the rail receipts should be quite heavy during the rest of the season. As a severe car shortage is now on west of the river, however, there will be some difficulty in moving lumber promptly, and it is thought that much stock will, perforce, be held at the mills until next spring. General prices in St. Louis are holding on an excellent basis, although some of the wholesalers report a decrease in the demand for some varieties of common stock. This is not the general report, however, and it can be stated that general conditions are practically as they have been for some months past.

Present quotations on quartered white oak show a very wide range, but this is largely because all sorts and conditions

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SOUTHERN LAND COMPANY,

134 Monroe St., Chicago.

Dealers in Southern Timber, Mineral and Farming Lands.

...arriving in St. Louis. That...by...and...with...grades...than have ever prevailed by...and the indications are that...will be maintained for an...period. On the other hand, the...of the stock now arriving...of a very poor quality, so...prevail on this. At the...of both quartered...and quartered red are badly broken...buyers are willing to pay asking...these are with a reason. Plain...in heavy receipt for some...and the load storage yards are now...supplied with green lumber. It is badly needed, however, and the...supply is that which is daily...into a shipping condition. This...to both red and white oak stock...there is really no preference between...In heavier thicknesses, however, there is great need, and prices being paid...various, especially in 3-inch and...material show some advance over...conditions. There is a very heavy demand for our oak and similar classes of material, and because of the strong demand and excellent prices for the ordinary run of stock, it is difficult to induce many mills to take special orders.

Cypress receipts have been quite heavy during all of September, and indications are that a large quantity of this stock will be coming in during the rest of the year, as there is an excellent stage of water in the river, something unusual at this season, and the inclination is to take full advantage of it. Cypress prices are holding to a firm basis and this wood is one of the most stable of those handled in St. Louis.

Of the other woods handled in St. Louis, gum and cottonwood take a leading position, but these are closely followed by poplar and hickory. Some report the gum market a trifle easier, but the fact that contracts are still being made for future delivery at as good prices as have prevailed at any time this year, shows that the market is strong. Little poplar and cottonwood are coming in, although all dealers and consumers are anxious to buy. Hickory is particularly scarce, as is also ash in upper grades, although common ash is somewhat easier than at last report.

PITTSBURG.

Full trade has fairly opened in the lumber business here and the indications are that dealers will have a very fair season. Buyers who have been out of the city on vacation or business are mostly back and are inclined to look upon the situation as favorable. The great drawback to selling lumber in Pittsburg just now is the extreme stringency of the money market, which has greatly curtailed building operations and made retail buyers very cautious in their purchases for winter stock. If this situation is relieved within two weeks, as many think it will be, there is likely to be a perceptible increase in the demand for lumber for building. If money does not become easier and the downward tendency in the stock market continues there will follow a slump in lumber trade undoubtedly, although it is not expected to be serious.

In general, prices hold steady to firm. The local market has not yet responded to the sudden rise in the price of poplar announced farther south last week, but the local lumber dealers' association is considering the advisability of putting up the price proportionately. This has not yet become a large poplar market and the change in quotations will, if made, cause no great anxiety. Oak prices remain firm with the market

steadily. Other side of 1911 staff remain about the same in price with the demand being off a trifle. The furniture and car factories are taking their full quota of orders and in the trade for railroad ties the prices there are no slump evident. Less work in construction work is going on than last year, which cuts down the orders for heavy building. It is the opinion of the most conservative wholesalers that there is a slight tendency toward increasing stocks of the mill's, but this is not sufficient to give them cause for anxiety.

MINNEAPOLIS.

Retail yard...well as the large consumers of hardwoods in the Northwest are still buying from hand to mouth, and make no attempt to keep any supply of stock on hand. Wet and cold weather, injuring the crops and threatening their ruin, has held back the retailers and depressed the situation. Trade is spasmodic, but on the whole dealers have little complaint of the demand. They are afraid that when fall buying starts in there will be a deluge of rush orders, and it will not be possible to get the stock to fill them. Even now it is very hard to supply oak in any grade, and some jobbers are entirely out of it. Basswood is in fairly good supply at present, but with the steady demand coming from the box factories, stocks are considered too light to last all season. Birch is having a good sale, and is not plentiful. There is a good sale for two-inch maple. Dealers are looking to the South more, and are figuring on poplar, cottonwood, gum and cypress to take the place of corresponding northern woods. They are having great trouble, however, to get southern stocks, and still harder work to get them shipped. Gum barrel stock is very scarce, and coming slowly.

Prof. S. B. Green, in discussing the subject of forestry education in agricultural colleges, at the recent meeting of the American Forestry Association, said:

"It seems to me that it is the duty of our agricultural colleges to teach forestry, for they are better fitted to do so than any other class of educational institutions and can add it to their curriculum with less expense. Not only should they aim to give their students a general knowledge of this subject, but they should offer enough special training in it to make good practical foresters."

"These colleges now aim to train men to see the possibilities of rural life, and the forester needs much the same training, for he will probably spend his life in rural communities, where he will be thrown largely on his own resources in dealing with a thousand natural problems at first hand. He will have charge, perhaps, of a forest that contains a considerable amount of farm or pasture lands, and he should understand the best method of developing it. He may have problems in feeding range cattle and sheep, and perhaps in finishing them in order to get the best returns from the land; and he will be the best forester who is most versatile in such matters and able to turn his attention effectively from one thing to another. This can only be done to the best advantage by the broadly trained man."

The Standard Wheel Company of Terre Haute, Ind., have purchased certain timber rights on a 10,000-acre tract near Matteson, Miss., and will locate factory for wheel stock there.

CHARLES H. BARNABY,
 MANUFACTURER OF
BAND SAWED HARDWOOD LUMBER
 QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.
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COTTONWOOD AND GUM
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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,

W. B. DAVENPORT,
 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.

WANTED FOR SALE EXCHANGE.

WANTED.

Two cars, one 2 1/2 inch and up, 11 by 10 feet firsts and seconds white oak. Two cars 2 1/2 inch No. 1 and 2 common plain oak. One car 1 1/2 inch firsts and seconds quartered red oak. All delivered f. o. b. Chicago rate of freight. FRANK M. CRITTMAN, 605 Merchants' Loan and Trust Bldg. Chicago.

WANTED.

Any quantity to take care of line of state and federal hardwood lumber department. State and federal orders and references. Address: The Editor of Hardwood Record.

WANTED POSITION.

As traveling buyer and collector or to take large part of sport on the Southern hardwoods list of references. Address: M. B. F. care Hardwood Record.

WANTED

Two competent timber buyers for Kentucky and Tennessee. Address with reference, P. O. BOX 308, Buffalo, N. Y.

CIRCULAR SAW HAMMERING TAUGHT BY MAIL

Right in your fire room. No advanced fee and no previous experience necessary. J. H. MINER, Lumberton, Miss.

MEN WANTED.

We can give steady employment the year around to good men in and around our saw mill, box factory, logging and barn camps, etc. If you wish to enter your condition by coming to Northern Wisconsin or write or call on the JOHN R. DAVIS LUMBER CO., Phillips, Wis.

BUSINESS OPPORTUNITIES.

FOR SALE.

Wholesale and retail lumber yard, small single and saw and planing mill, unlimited supply of both pine and hardwood timber; water and rail transportation; healthy locality, prosperous town in the South; 12,000 population; cheap labor; established, paying business. Write for particulars. GEO. T. HOUSTON & CO., Chicago, Ill.

WANTED-SAWING CONTRACT

By lumberman of long experience, from stump or on share. Large tract. Address: R. B. P., care Hardwood Record.

WANTED.

Party with bond mill to cut and saw oak and gum in Cass county, Texas. Address: W. H. ETTINGER, Waterloo Ind.

FOR SALE.

A complete hand saw mill of 25 M feet daily capacity, modern equipment and in active operation, together with mill location, teams, stumps, contracts, etc. Located on river in Southeastern Mississippi with million feet of the finest cypress and pine logs now in river and with a river territory of fully fifty miles abounding in oak, ash, cypress and worlds of yellow pine to draw from; that can be had down at mill at a very low figure. Mill within two hundred yards of railroad and a nice little town in a healthy locality. Very attractive and cheap proposition for cash. Address: room 136, Randolph Building, Memphis, Tenn.

WANTED.

1 new cut and better 1 1/2 inch and quartered 1 1/2 inch common and better 1 1/2 inch WHITE OAK. Can take mixed cars. Borcharding Lumber Co. Atlas Bank Bldg. Cincinnati, O.

WANTED OAK PILING

30 to 40 feet long. White or Burr Oak WRITE US. CONTINENTAL LUMBER CO., Monadnock Building CHICAGO.

LUMBER WANTED.

PROPOSALS will be received at the Bureau of Supplies and Accounts, Navy Department, Wash., D. C., until 12 o'clock noon October 1903, and will be opened immediately thereafter, to furnish at the navy yard, New York, N. Y., a quantity of certain supplies, blowers, fans, slates, ventilators, resistors, boxes, conductor, wire, five's paint and oak scrub brushes, corn brooms, terra cotta tile, roofing slate, Russian flex and crash, chains, cloth, glassware, miscellaneous hardware and hand tools, drills, forges, saws, rumps, machine tools, thermometers, magnifying glasses, pelorus, magnetic compasses, yellow pine, oak, Hickory wedges, sheet brass, expanded metal, pig and band iron, stop, pipe, valves and castings, composition castings, galls, sheet and rod rubber, asbestos mill board, white lead, red lead, white zinc, linseed oil, turpentine, Japan drier, chloride of calcium, etc., brass, copper, and iron pipe, pipe fittings, urinals, cork life jackets, cotton waste. Blank proposals will be furnished upon application to the navy pay office, New York, N. Y. H. T. BARRIS, Procurement General U. S. N. 9-8-03.

WANTED.

Plain and quartered White and Red Oak, all grades and thicknesses. Chestnut, all grades and thicknesses. White Ash, 2 to 4 inch, all grades. Poplar, all grades and thicknesses. Maple, 20 M feet, 1 inch log run. Crating lumber in Poplar, Basswood or other varieties. GEO. W. SHEPARD, 752 Clinton Street, Buffalo, N. Y.

WANTED.

Oak Ties. Thick White Ash. McCLURE, ZIMMER CO., 520 Franklin St., Detroit, Mich.

WANT TO BUY.

Quarter-sawed white and red oak, all grades. Plain sawed white and red oak, all grades. Cherry, ash and walnut, all grades. Can use green dry. Will pay cash at shipping point. S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

WANTED MILL CUT.

We wish to contract for the cut of a small hand mill cutting oak, ash, gum and cypress. Advances made. Stock received at shipping point. Address: CLARENCE BOYLE LUMBER CO., 319 W. 22d St., Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point. W. R. CHIVVIS, 414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters. PAGE & LANDECK LUMBER CO., Milwaukee, Wis.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade. Any amount of W. & R. Oak in any size or grade. Any amount of Gum in any size or grade. Any amount of cottonwood in any size or grade. 1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and seconds. 1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds. 50 cars OAS - S. S. Red Car Ties, No. 1. 25 cars White Oak Piling, 8 inch tops. 25 cars Hardwood Piling, 8 inch tops. 50 cars W. Oak Bill stuff. 100 cars Crating, all kinds. What is your specialty? We reach every part of the United States. Address: Hardwood Dept., AMERICAN LUMBER & MFG. CO., Pittsburg, Pa.

WANTED FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address: O. E. YEAGER, 932 Elk Street, Buffalo, N. Y.

WANTED WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash. H. A. LANGTON & CO., Terre Haute, Ind.

WANTED

Three cars 2 inch by 8 inch and up - 11 by 10 feet firsts and seconds white oak. Two cars 2 1/2 inch No. 1 and 2 common plain oak. One car 1 1/2 inch firsts and seconds quartered red oak. All delivered f. o. b. Chicago rate of freight. FRANK M. CRITTMAN, 605 Merchants' Loan and Trust Bldg. Chicago.

WANTED.

1 inch common and 1st and 2d plain Red Oak. 3 inch log run soft pine, 1, 1 1/4, 1 1/2, 2, 2 1/4, 2 1/2, and 3 1/4 inch common and 1st and 2d plain White Oak. 4x4 and larger, 20 feet and longer White Oak lumber. PAGE & LANDECK LUMBER CO., Milwaukee, Wis.

WANTED.

500 M inch, both quartered and plain, common red and white oak, dry. Quote delivered. F. O. B. Chicago. T. WILCOX, 22d and Throop Sts., Chicago.

WANTED FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited. EAST ST. LOUIS WALNUT CO., East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade. 100 M feet Red and White Oak, any thickness and grade. 30 M feet 1 1/2 to 1 inch, 1st and 2nd Hickory. FINK HEDLER CO., Ashland Ave. and 22d Street, Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades. LELAND G. BANNING, Cincinnati, O.

WANTED.

Hewn oak R. R. ties. Sawed oak R. R. ties. Oak cypress timber. Quote price, f. o. b. mill, stating rate to St. Louis. THE ROSSACK LUMBER CO., St. Louis, Mo.

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.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points. WALNUT LUMBER CO., Indianapolis, Ind.

WANTED.

Red Oak, quartered, 1sts and 2nds, 1, 1 1/4, 1 1/2 inch. " " " " common, 1 1/4, 1 1/2 inch. " " " " plain sawed, 1sts and 2nds, 2 1/2 inch. White Oak, " " " " 1sts and 2nds, 1 to 4 inch. " " " " quartered, 1sts and 2nds, 1 to 2 inch. Yellow Poplar, 1sts and 2nds, 1 to 4 inch. " " " " 1sts and 2nds, 1 1/4 to 1 1/2 inch. " " " " common, 4x4 to 8x8 inch. " " " " select, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today. TAYLOR & CRATE, Buffalo, N. Y.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/4 inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch. L. W. RADINA & CO., Clark St. and Dalton Ave., Cincinnati, O.

WANTED—FOR SALE—EXCHANGE.

LUMBER WANTED

For shipment during 1903—
 1-1 CH. SOFT ELM Lumber. Suitable for Coffin Stock. Seasoned at least 60 days.
 Also WHITE ASH SCANTLING, cut 3 1/4 x 4 1/4 x 14 ft. full, for shipment as soon as cut.
 Cash. P. O. B. cars at shipping points.
 For specifications, etc., address JAS. GORDON, 300 Forest Ave., West Detroit, Mich.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.
 CINCINNATI HARDWOOD LUMBER CO.,
 Station "N," Cincinnati, Ohio.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common.
 Basswood, 1 inch, 1st and 2nds, common and cull.
 Quartered Red Oak, 1 inch, 1st and 2nds.
 Quote prices delivered f. o. b. Cincinnati.
 DUHMEIER BROS.,
 Cincinnati, O.

WANTED.

White Oak lumber, 2 to 4 inches thick, 4 inches and wider, 1st and 2nd clear and common, suitable for wagon stock.
 Also 5 cars of No. 1 Oak wagon tongues 2 x 4, 4 x 4, 12 feet, P. O. B. Minneapolis, Minn.
 Will pay cash for same. Please write us stating what amount you can furnish and how soon you could ship.
 OSBORNE & CLARK,
 Minneapolis, Minn.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak.
 Ash, Chestnut, Poplar and Cypress.
 Will inspect at shipping point and pay cash.
 BUFFALO HARDWOOD LUMBER CO.,
 940 Seneca St., Buffalo, N. Y.

WANTED—GREEN OR DRY

Basswood birch and soft elm. COLUMBIA HARDWOOD LUMBER CO., 65 Southport Ave., Chicago.

WANTED.

Shipping cull plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.
 DUHMEIER BROS.,
 Cincinnati, O.

LUMBER FOR SALE.

FOR SALE.

20,000 feet Quartered White Oak.
 50,000 feet Quartered Red Oak.
 100,000 feet Poplar.

Write for particulars to

E. DUNSTAN,
 Winona, Miss.

FOR SALE—SQUARES.

One car 2x2 inch x 28 and 32 inch Cherry. Also sizes in Oak, Poplar, Ash and Walnut.

WM. E. LITCHFIELD,
 Box 2398, Boston, Mass.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
 Manufacturers Hardwood Flooring,
 LYONS, KY.

FOR SALE.

I would appreciate inquiry tending to reduce a large stock of poplar, cypress, ash and quartered white oak upon which I am offering extremely low figures.

FRANK M. CREELMAN,
 605 Merchants, Loan and Trust Bldg., Chicago.

FOR SALE.

100,000 ft. 1 1/4 inch No. 2 common poplar.
 100,000 ft. 1 1/2 inch No. 2 common poplar.
 100,000 ft. 2 inch No. 2 common poplar.
 One car 1/4 inch No. 2 common poplar.
 Above stock is all dry, hand sawed, and nicely manufactured.
 DUHMEIER BROS.,
 Cincinnati, O.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for money in this stock. Write for prices to
 FARRIN-KORN LUMBER CO.,
 Cincinnati, Ohio.

FOR SALE.

If you are in the market for plain or quartered oak or wagon stock, see our advertisement on inside front cover in this issue.

EDWARD L. DAVIS & CO.,
 Louisville, Ky.

FOR SALE DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
 100 M ft. 1-inch log run Soft Maple, on grades.
 3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.

We have for sale in our yard here

50 M ft. 1 to 3 inch Ash, all grades.
 20 M ft. 1 to 2 inch log run Walnut.
 100 M ft. 1 to 2 inch Cherry, all grades.
 This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.

ROSS LUMBER CO.,
 Jamestown, N. Y.

FOR SALE.

5,000 feet 2 1/4 x 6 inch and up 1sts and 2nds quartered White Oak
 4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak
 9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak
 700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak

Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.

EMPIRE LUMBER CO.,
 1142 Seneca St., Buffalo, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
 200,000 ft. 1 inch log run Chestnut.
 50,000 ft. 1-inch dry common quartered Red Oak.
 75,000 ft. 2-inch common and better, shipping dry, white Oak

20,000 ft. 1-inch, dry, mill-cull Walnut.
 NORMAN LUMBER CO.,
 Louisville, Kentucky.

WANTED.

250,000 6x8-8 hewn White Oak ties.
 750,000 ft. each 1 in. and 1 1/4 in. Box Common Gum.
 500,000 ft. 1 in. Box Common Cottonwood.
 25 cars 1st and 2nd and Common Poplar Squares, 4x4 to 8x8.
 1,000,000 ft. mill run Cypress.
 850,000 ft. 1 in. White Pine and Norway 8-in and up No. 3 and No. 4.

Parties having any of the above on hand, please write us. We pay spot cash, and responsible shippers may draft upon us, with bills of lading attached, if they desire.

MISSISSIPPI VALLEY LUMBER CO.,
 Lincoln Trust Bldg., St. Louis, Mo

FOR SALE.

We have lumber for immediate shipment, dry, as follows:
 1-inch 1st and 2nd quarter-sawed White Oak.
 1 " common plain-sawed White Oak.
 1 " log run Arkansas Red Gum.
 Plain-sawed Red Oak.
 1-inch Poplar in all grades.
 One carload 2 1/2 and 3 inch Soft Elm.
 And most anything else you may want in the hardwood line.

J. V. STIMSON,
 Huntingburg, Ind.

TIMBER PROPOSITIONS.

FOR SALE.

35,000 acres of long leaf yellow pine in Louisiana - 60,000,000 feet cypress stumpage at about \$3.00 per ft. 33,000 ac. hardwood and in Texas and 35,000 acres in Madison Parish. Write for particulars.

F. D. BANNING,
 310 Security Building - ST. LOUIS, MO.

MACHINERY.

WANTED.

To buy a second-hand 8 ft. wheel band saw mill, including filing room machinery, two boilers, two engines, edger and trimmer. State lowest cash price f. o. b. cars shipping point. Address
 C. C. C. care Hardwood Record.

WANTED.

One 8 ft. band saw mill with filing room outfit. Give full particulars and state lowest cash price f. o. b. shipping point. Address
 "MANAGER," care Hardwood Record.

FOR SALE.

Second-hand Sinker-Davis rope saw mill feed. Address MALEY, THOMPSON & MOFFETT CO. Cincinnati, Ohio.

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 Rieh gang sharpener
 Lot of wood pulleys with iron flanges.

PHOENIX MANFG. CO.,
 Eau Claire, Wis

FOR SALE—MACHINERY—Second Hand Circular Saws good as new, from 48 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed Belt, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 30 H. P. Portable Engine, one Knight's U Mill, one Knight's Fay Knife grinder, one Fay Moulder, one 20 H. P. self-feed Pump, one 10 H. P. Emery Wheel Stand, one 10 H. P. Machine, one one Knight's Dovetail Double Shaper, one 24 inch Hand Jointer, one Fay Self-feed self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-worker, one Costmann 30 Hand Saw



THE MILLER OIL & SUPPLY CO.
 Indianapolis, Ind.

FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care
HARDWOOD RECORD.

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East St. Louis Walnut Co.

BAND MILL AND YARDS,
EAST ST. LOUIS, ILL.

MANUFACTURERS
—OF—

**WALNUT, OAK,
CHERRY**

In the market at all times for Walnut,
Oak and Cherry Logs.

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.


McCLURE, ZIMMER CO.

Wholesale Dealers in

HARDWOOD LUMBER

OFFICE AND YARDS: 520 to 530 Franklin St., DETROIT, MICH.

Correspondence invited on all hardwoods.



Hardwood timber and factory sites

along the Cotton Belt Route—white oak, red oak, overcup, ash, hickory, gum, cypress, cottonwood, elm; in tracts of 160 to 20,000 acres. Some excellent locations with ample supply of material for wagon, hub and spoke, pole and shaft, handle, oar, slack barrel, box, crate and other factories; lath, shingle and general sawmills. Let us help you find a new location for your factory or mill.

F. H. BRITTON, V. P. & G. M. E. W. LEBEAUME, G. P. & T. A.
ST. L. S. W. RY., ST. LOUIS, MO.

Form 110

“Valve Oleine” 675 Degrees Fire Test

MASTER MECHANICS, Purchasing Agents, Engineers and Practical Builders of costly Steam Plants and Locomotives, etc., will be pleased to know that a Lubricant is now produced of such extraordinary high fire test as to make it proof against the greatest heat to which it is subjected, and is therefore a PERFECT lubricant where products of lower grade and fire tests pass off at once, leaving the parts subject to wear, or greatly increasing the consumption of oil. “VALVE-OLEINE” is a product in the highest state of filtration, is of the greatest viscosity, is entirely free from acids and absolutely non-corrosive and without doubt the finest and most thoroughly reliable CYLINDER LUBRICANT now on the market, and will naturally lubricate 200 to 300 percent more than products of lower test. It is not only the BEST but the most ECONOMICAL lubricant. Manufacture and sale controlled exclusively by

The Reliance Oil and Grease Co., Cleveland, O.

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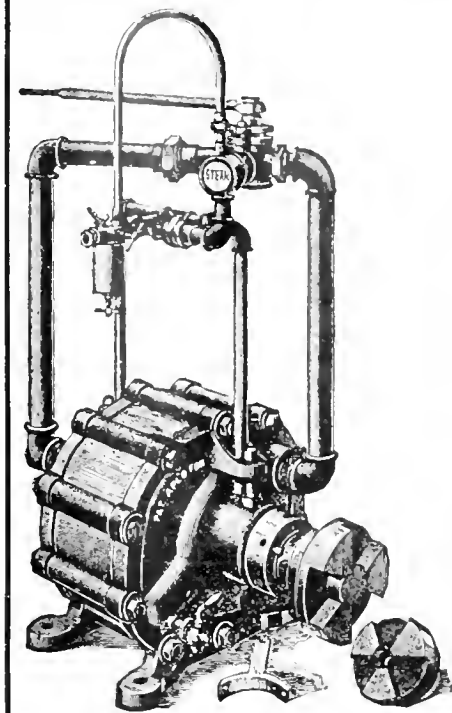
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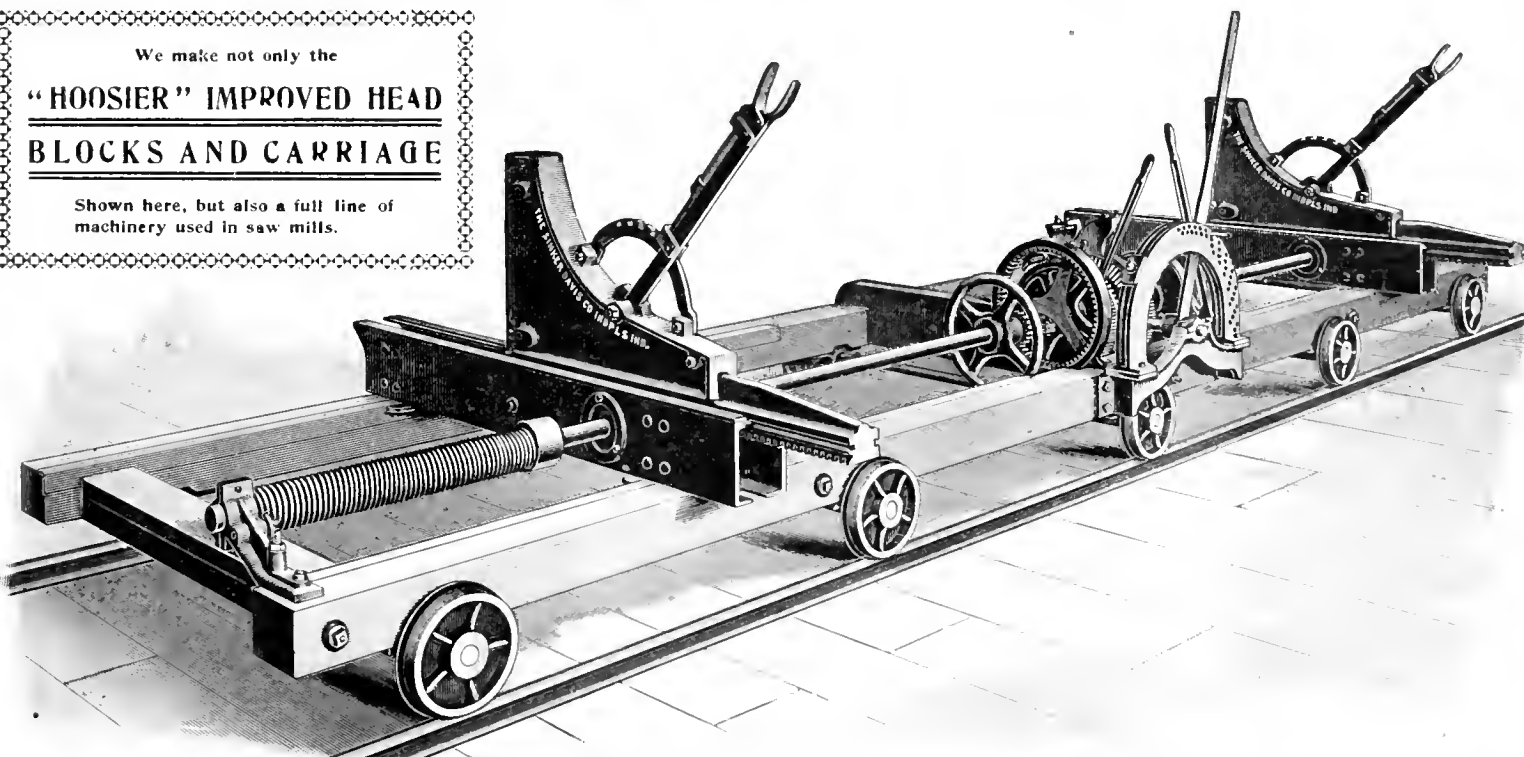
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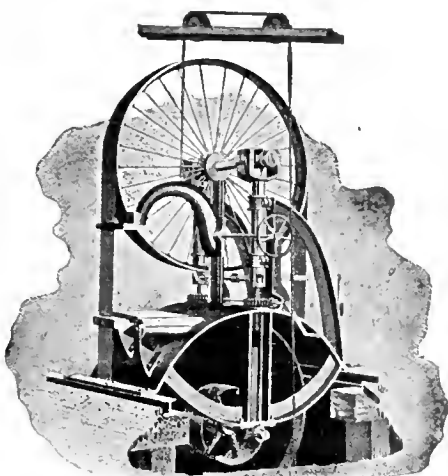


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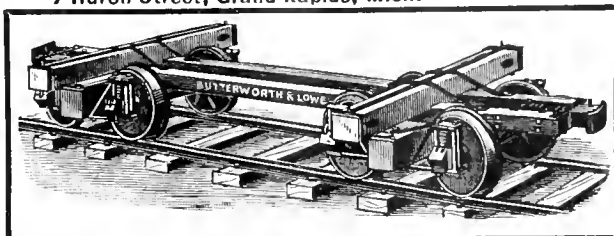
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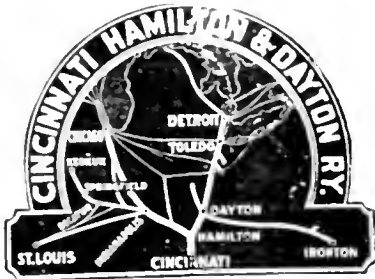
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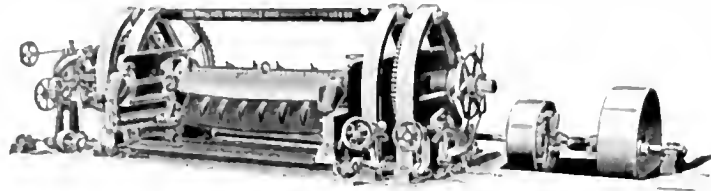
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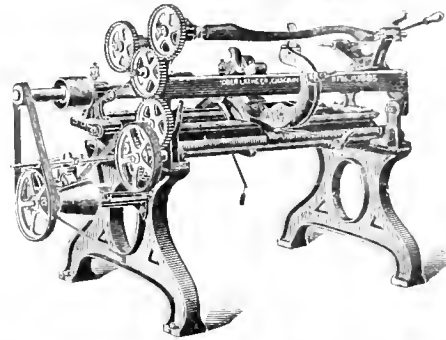
Vol. XVI.

CHICAGO, OCTOBER 10, 1903.

No. 12.

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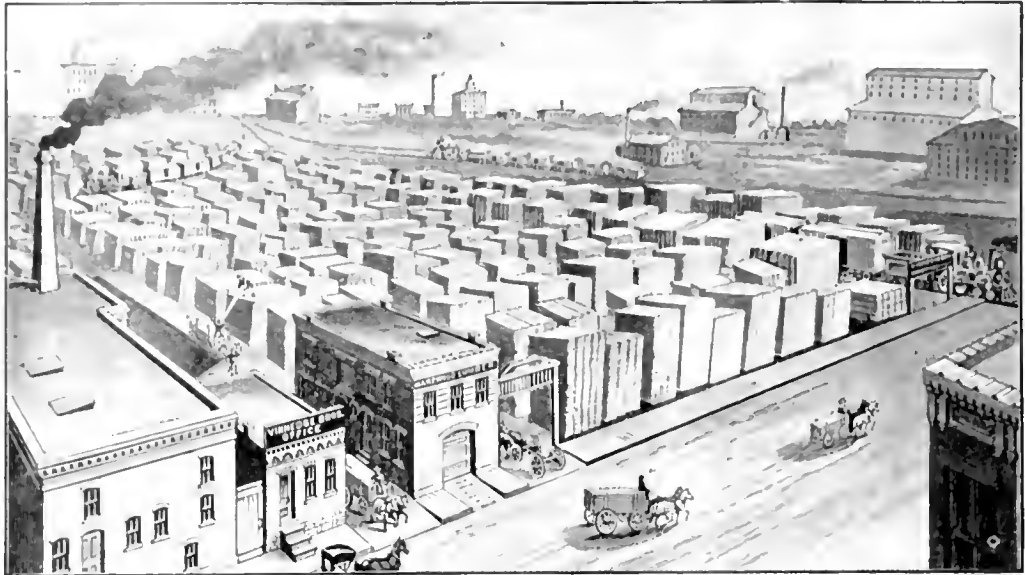
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HARDWOOD LUMBER

SPECIALTY—THIN QUARTERED WHITE OAK

MEMPHIS, TENN.

LIST OF STOCK

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Richmond, Ind., Sept. 3, 1903.

QUARTERED WHITE OAK.

- 10 M feet 1 inch common strips.
- 15 M feet 1 inch 2½ to 5 inch strips.
- 20 M feet 1 inch firsts and seconds.
- 15 M feet 1½ inch firsts and seconds.
- 15 M feet 1½ inch firsts and seconds.
- 18 M feet 2 inch firsts and seconds.

PLAIN WHITE OAK.

- 30 M feet 1½ inch firsts and seconds.
- 75 M feet 1 inch firsts and seconds.
- 100 M feet 1 inch common.
- 50 M feet 1½ inch common.

QUARTERED RED OAK.

- 8 M feet 1 inch strips.
- 7 M feet 1 inch firsts and seconds.
- 1½ M feet 1½ inch firsts and seconds.
- ½ M feet 2 inch firsts and seconds.

PLAIN RED OAK.

- 50 M feet 1 inch firsts and seconds.
- 110 M feet 1½ inch firsts and seconds.
- 60 M feet 1½ inch firsts and seconds.
- 130 M feet 1 inch common.
- 20 M feet 1½ inch common.
- 15 M feet 1½ inch common.
- 10 M feet 2 inch common.

WALNUT.

- 10 M feet 1½ inch firsts and seconds.
- 8 M feet 1½ inch firsts and seconds.
- 15 M feet 1 inch cull.
- 8 M feet 1½ inch cull.
- 4 M feet 1½ inch cull.

ASH.

- 25 M feet 1 inch common.
- 15 M feet 1 inch cull.
- 7 M feet 1½ inch firsts and seconds.
- 4 M feet 1½ inch common.
- 12 M feet 1½ inch firsts and seconds.
- 10 M feet 1½ inch common.

CHERRY.

- 6 M feet 1 inch cull.

SUGAR.

- 20 M feet 1 and 1½ inch cull and common.
- 4 M feet 1½ inch common.
- 20 M feet 1½ inch firsts and seconds and common.
- 12 M feet 2 inch firsts and seconds and common.

HICKORY.

- 4 M feet 1 inch cull and common.
- 5 M feet 1 inch firsts and seconds.
- 10 M feet 1½ inch common and cull.
- 10 M feet 2 inch firsts and seconds and common.
- 10 M feet 1½ inch firsts and seconds.

QUARTERED SYCAMORE.

- 7 M feet 1 inch common and strips.
- 8 M feet 1, 1½, 1½ and 2 inch firsts and seconds, 12 inch and up.

We also carry a complete assortment at our branch yards at Evansville, Ind., and Jett's Creek, Ky.

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- 400 M feet 1, 1¼, 1½ inch Log Run Rock Elm.
- 250 M feet 2 inch Log Run Hard Maple.
- 175 M feet 1 inch Log Run Hard Maple.
- 1,400 M feet 1, 1¼, 1½, 2, 2½ and 3 inch Log Run Birch.
- 9 M feet 1, 1¼, 1½ and 2 inch Curly Birch.
- 22 M feet 1, 1¼, 1½ and 2 inch Common and 1st and 2d Red Birch.
- 38 M feet 1 inch 1st and 2d and common 1 faced White Birch.
- 190 M feet 1, 1¼, 1½ and 2 inch Log Run Red Oak.
- 20 M feet 1½ inch Common Quartered White Oak.
- 70 M feet 2 inch 1st and 2d and common Quartered White Oak.
- 30 M feet 3 inch 1st and 2d and common Quartered White Oak.

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B. F. McMILLAN.

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INCORPORATED 1902.

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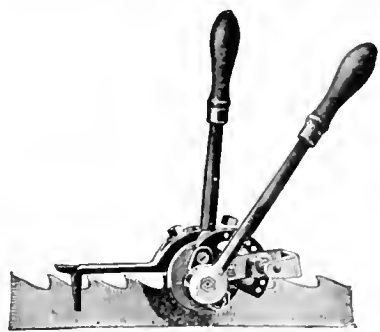
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THE HARDWOOD RECORD

VOL. XVI.

CHICAGO, OCTOBER 10, 1903.

No. 12

THE HARDWOOD RECORD.

PUBLISHED BY

C. V. KIMBALL,

ON THE 10TH AND 25TH OF EACH MONTH.

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ADVERTISING RATES ON APPLICATION.

ADVERTISING INDEX ON PAGE 30.

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 further the liquidation of securities in Wall street is carried the less uneasiness the public has as to the final outcome. It has come to be generally understood at this time that the liquidation of the past year has been forced by a combination of strong financial interests which has at all times had the situation strongly controlled.

The craze for organizing and consolidating the various industries of the country into trusts, which has prevailed in this country for the last four or five years, has resulted in the piling up of a tremendous amount of securities of new and untried concerns whose dividend-paying powers were entirely problematic. Of these securities the public was very chary, being fully aware of the fact that fully 25 per cent of their supposed value represented nothing but atmosphere. The enormous volume to which these new securities grew became a serious threat against the business interests of the country. So serious and so threatening did the situation become that, in order to avert a panic, the strongest financial interests in the country, with Rockefeller at their head, went systematically and carefully to work to bring the business of the country down to a solid basis by squeezing the water out of the inflated market.

Over four billions of suppositious value has been squeezed out of the stocks and securities listed in Wall street. Taken by itself that assertion is calculated to make a deep impression, but the fact of the matter is that the four billions of value never existed except in the minds of the trust promoters. There has been an apparent loss of four billions of dollars, but in reality no loss at all.

And the business of the country is safely down to solid earth again. There is some wreckage and waste scattered about and there will be more of it probably, but the danger is past and we should all be thankful it is. There is no danger of any panic or serious financial disturbance that we can see, and while we believe that next year will not be as good a business year as we have had in the past, production seeming to have caught up with the consumption in many lines, and it being presidential year, and for various other reasons, we expect that next year will be a year of only moderate prosperity, but we see no reason why matters should be any worse than that.

As before stated, it is certain that busi-

ness will finish out this year in good shape. All danger of damage to crops by frost is now passed, and good crops of all kinds are practically assured. The impetus which the harvesting and transporting of these crops will give to business is bound to carry us to the end of the year in good shape and bring to a successful end one of the most prosperous years in the country's history. As before stated, the prospects for next year, while not as bright as they might be, are by no means depressing. In fact, we consider the condition at the end of the year will be better than it was at the beginning. The huge fabric of "undigested securities" has been brought safely down to earth and nobody seriously hurt. The prices at which securities are offered now represent a legitimate value, and at those prices they will gradually be absorbed by the public.

On the whole we consider the business situation satisfactory.

"A RICH MAN'S PANIC."

The distress of the past year in the stock market has frequently, and with a degree of aptness, been termed a "rich man's panic." But we can't have a rich man's panic and have it end there. Its effects will, as in all panics, bear heaviest on the poor. The rich man's panic is pretty well over, so far as the rich man is concerned, and preparations are now being made to pass it on to the balance of us.

Instead of the 2 per cent quarterly dividend on the common stock of the United States Steel Corporation, which had been promised, a dividend of 1/2 per cent has been paid, and on sound business principles the dividend should have been passed entirely. The United States Steel Corporation has been gutted. Even at the enormous business and high prices of the past year this corporation has not actually earned 2 per cent on its common stock. Under a reversal of business conditions, such as seems inevitable for the ensuing year, at least in iron and steel products, the United States Steel Corporation will become bankrupt. Its preferred and common stock and its bonds are mortgages against the corporate property, and when it defaults in its guaranteed interest payments, it will pass into the hands of a receiver, and the biggest and most reprehensible pieces of rascality of this generation will have been consummated.

At the Carnegie plant at Homestead, Pa., a notice is posted that on January 1 the wage scale of the company will be

States and as rich and productive as any in the world. But so long as there is no safety from the overflow of the Mississippi it is almost useless for the purpose of agriculture. The farmer does not feel encouraged to locate there and invest his time and money in making improvements which the next high tide in the river will destroy.

What the solution of the problem will be is difficult to predict at this time. When the work of building levees along the bank was begun it was believed that such levees as are now constructed would furnish absolute safety to the lives and property of the inhabitants of the Delta country, but now that the levees are raised the bed of the river has raised with them, and, in spite of all that has been done, but little has been gained.

It is a serious problem and one which it would seem can only be solved by the United States government. The Mississippi River is a national highway of vast importance to the people of the West and it should be controlled and cared for by the only power which has jurisdiction from its source to its mouth, and that is the national government. So long as it is left for each state to protect its own territory, so long there will be a conflict of interests which will prevent the best results being obtained. It is not, for instance, to the benefit of Tennessee that the Arkansas levee should be high and strong. On the contrary, the interests of Tennessee are better served by letting the river, in the time of stress, overflow Arkansas, and vice-versa.

We gather from the circular that the principal efforts of the convention will be directed towards securing the taking over of the construction and maintenance of the levees of the Mississippi River by the national government, and it is a work to which the lumber interests of the South should lend strong and earnest support. Once the problem of keeping the Mississippi River within bounds is solved, the farming land of the Delta country, a goodly portion of which is owned by lumbermen, will become the best and most valuable farming lands in the United States.

The Mississippi River drains the water from at least 20 states of the Union, and that the burden of confining that water to a proper channel should be borne by a half-dozen states is not a fair proposition.

We trust that the lumber interests of the South will see that they are properly represented at this convention and that they show themselves alive to the importance of the matter of protecting the rich cotton, sugar and rice producing Delta country from the devastation of the annual floods.

Rueher Bros. of Lawrenceburg, Ind., have purchased 5,500 acres of timberland in Leflore county, Mississippi, and will erect saw mill for the development of same.

GENERAL HARDWOOD CONDITIONS.

There has been no very material change in the hardwood lumber situation during the past fortnight. Two weeks ago we noted a tendency to a better supply in some lines of hardwoods. This tendency has become slightly more marked and has increased to a point where in a few instances it has had some effect on prices.

The situation as regards poplar lumber is exciting a great deal of interest in the trade, largely due to the action of the Hardwood Manufacturers' Association, at its recent meeting in Cincinnati, making a sharp advance in the list prices on poplar, to take effect September 15. There is a wide divergence of opinion as to whether this advance was justified and can be maintained. We doubt the wisdom of making such an advance at this time. We believe it would have been a wiser course had the poplar men held their prices where they were. It may be that poplar lumber, considering its intrinsic value, is worth more money than was represented in the old list, but in considering a business proposition one should deal not with what should be, but what is, and there is no question but that poplar lumber is in easier supply at present than it has been for some time in the past. We do not wish to be understood as expressing an opinion that there will be any serious slump in poplar prices. In fact, we believe that the prices which prevail to-day will be maintained, but we do not see the ground on which, considering all things, the association bases its belief that a strong advance can be made.

As an illustration of the wide divergence of opinion as to what poplar lumber should bring, we cite the instance of a Chicago lumberman who sent out an inquiry for a certain kind and grade of poplar. One of the leading poplar concerns of the country quoted the stock at \$90, Ohio river delivery, and the dealer bought it at 848. In the poplar market it is the old story of the little mills. They are putting poplar on the market at prices considerably lower than the list of the Manufacturers' Association. This stock is not coming in large quantities, but it is coming and will continue to come until the roads break up. Then the large mills, having good stocks, will have their limits, and will undoubtedly market their product at good prices. Even at present the weakness in poplar is largely in the lower grades, of which the little mills produce abundantly.

Oak lumber is in better supply than it was earlier in the year, but prices are still well maintained. One feature of the situation of late is the appearance in northern markets of southern manufacturers and dealers offering stock for sale for the first time in two or three years. For the first time in a good while they are finding it necessary to leave home to look up a market for their stock.

In northern hardwoods the situation is as strong as at any time in the past, there not being a weak item on the list, and there is every indication that all of this season's cut of northern hardwoods will be marketed at top notch prices.

When we take into consideration the condition of other lines of industry and trade, and that the general tendency in all lines is towards lower prices and larger supply, the hardwood trade has cause to congratulate itself upon general conditions in the hardwood trade. There is no large surplus in any line and in almost all lines the supply is still very short.

ONLY ONE LEFT.

The Kelley Lumber and Shingle Company, of Traverse City, Mich., in a circular letter to the trade, calls attention to a fact that may have escaped the notice of buyers of white pine, the point being that there is but one mill in Michigan to-day devoted strictly to the manufacture of white pine. The letter in part is as follows:

Gentlemen, We presume, on account of your buying white pine lumber from so many different concerns and points, that it has never occurred to you that there is only one mill in the state of Michigan that is manufacturing exclusively white pine lumber, but this is a fact.

The only mill that is manufacturing exclusively white pine lumber at the present time is the estate of David Ward, at Deward, Mich.; all other manufacturers of white pine are manufacturing hemlock and hardwood in connection with their white pine, but this concern is confined strictly to the manufacturing of white pine.

Along early in 1850, David Ward was about one of the first in Michigan to realize the future value of white pine stumpage, and during the early years he traveled through the northern part of the lower peninsula of the state of Michigan and selected personally some of the very choicest white pine stumpage in the state. He manufactured only a small amount of this timber himself, but after his death, which occurred about three years ago, his estate constructed at Deward the best and most modernly equipped saw mill that is operating in the state of Michigan to-day, and they are now manufacturing the timber that was so carefully selected by Mr. Ward fifty years ago.

The Kelley Company take occasion to announce at the same time that they have purchased the entire output of common lumber from this mill, and propose to handle it direct from the mill to the trade in car lots. It is especially a choice lot of stock for the additional reason that all of the stock better than common is cut into thick, and everything that comes out in the common thickness is left in, and in that way there is always a small percentage better than common piled into the common grades.

Articles of incorporation have been filed in Arkansas for the Thomas & Proetz Lumber Company of St. Louis, with L. P. Berry of Marion, Crittendon County, as agent for the state of Arkansas.

The Man About Town.

BY C. D. STRODE.

THE AMERICAN WORKMAN

It is a fact that Great Britain has been in advance of us for a long time. Her protective tariff has been in force since the beginning of the business of the world. The United States are most certainly in advance of Great Britain in her scientific and still is, the chief center of the industrial and financial nations of the world. Being but a pair of undersized sailing or mighty fleets have brought her to the far corners of the earth to use her great foundries and factories, and have distributed the finished product to all nations. Should Great Britain abandon her traditional policy of free trade it would mean the readjustment of the industrial and commercial relations of the whole world, and no country would be so directly affected as this. Forty per cent of our exports goes to Great Britain, and any movement on the part of the British people that would force us to climb a tariff wall with our produce would unsettle things beyond measure.

The exports of this country to Great Britain in the past were almost exclusively food products and raw material. In return for this Great Britain brought us manufactured goods. She bought our cotton, took it to England and made it into cloth and brought it back to us. It was the same with wool, iron and other materials. Then all those who worked in her factories had to be fed, and she bought food products of us to feed them.

It was inevitable that, as this country became older and richer and better organized, this system would be changed. Why should we send our raw materials to England to be manufactured and brought back to us, paying the freight both ways and also the freight on food for the English workmen?

There is but one thing that would keep business and industry in that channel, and that is that the British people should keep so far in advance of our people that they could carry the handicap of the freight both ways and still undersell us. But the British people have not done this. In fact, instead of keeping in advance of us in industrial and commercial methods they have fallen behind. We always possessed the advantage in that we produced the raw material in almost unlimited quantities, for almost any kind of an industry, and could feed our laborers at less cost—far less cost. For years we lacked capital and experience, but now, still retaining our advantage regarding raw material and food products, we have abundance of capital, we are rapidly acquiring experience, and what is of even greater moment, as an industrial nation we have the British beaten. We work harder, more intelligently, more economically and more effectively.

It is—what ails Great Britain and a great deal of it would help her.

Another thing that ails Great Britain is that she has an expensive aristocracy to support in idleness.

We will not go into an ethical discussion of Great Britain's aristocracy. It is a very creditable aristocracy. I'll say that for it, but it is a luxury with which the British people will be forced to dispense.

Everybody works in this country. We have no leisure class which considers that more or less disgrace attaches to labor or trade. On the reverse, it is in this country a disgrace to be idle, no matter how rich one may be. In this country there is nothing so honorable as labor. That a man is a hard worker is the best recommendation for social and political, as well as industrial and commercial, advancement.

The burden of maintaining her aristocracy is, for Great Britain, no inconsiderable one, and when that burden is added to the other disabilities under which the British people labor in their competition with this country—which is the competition which is driving her to the wall—it is cruelly heavy.

Another disadvantage of the British as compared with the people of this country is in the immense armament, both in land and naval forces, which they are compelled to maintain. The burden of the British is not so heavy in this regard as is the burden of the nations of continental Europe, but it is very much heavier than the burden borne by the people of this country. And when this burden is added to the other weights which the British carry in the race for commercial and industrial supremacy, it becomes evident that the English people must be immeasurably superior if they are to win.

* * *

But, speaking in all fairness, the English people are not either industrially or commercially the equal of the American people.

The British business man gets to his office along about 10 a. m. and quits it along about 1 p. m., having in the meantime taken out a couple of hours for luncheon. Now, there is much to be said in favor of that way of living and working, and it may be mighty fine, but when the business man who puts in four hours a day at his business runs up against one who puts in twice or thrice that amount of time and energy and thought, the four-hour man will get left. There isn't any doubt about that.

Then our laboring men and mechanics and artisans are, man for man, superior. They draw bigger pay, counted by the day's work, but they do more work, do

it better and at less cost than do the British workmen.

And that superiority of the American men as workers is not due to any transitory conditions. In the beginning they were inferior in skill and opportunities. That they are superior today is due to the natural development of our system of government. It has taken centuries for this condition to be brought about, but the American people have such a start of the other peoples that not in a thousand years can they be overtaken.

And the secret of it all of all the advance which the American people have made, is that in this land no man goes dully and hopelessly to his task. The highest places in the land are within his reach and the reach of his children, if only he will work hard enough. He knows his employer started as poor as he, he knows that one of the greatest presidents of the country started in life as a rail splitter, and that another began as a mule driver on a canal towpath. There is no privileged class to oppress him or restrict him. There is hope for him and hope for his children. He sees it in his wife's face when she sends him to work in the morning and welcomes him home at night. He sees it in the spirit and eagerness with which his children pore over their books. Hope whispers in his heart all day and bids him work, work, work. And he sets his jaws and digs in.

And the foreigner comes to this country and wonders at the fierce energy with which business is driven along. He can't understand it. He is accustomed to the listlessness of those who work without hope, and he doesn't understand what makes the difference. He sees the American man spring at his work like an unleashed hound, and he, familiar with the listless, reluctant attitude of the European workman, is filled with wonder.

* * *

The Russian government sent a number of workmen to this country to master American methods in a certain line of industry. They remained here a year and caught the American spirit of emulation and hopefulness, and when they returned home they astonished the natives with their energy and efficiency. But inside of six months they had dropped back to their old listless gait.

The superiority of the American workman is not so much a matter of method and training as it is a matter of spirit. The American workman has every incentive to put forth his very best efforts all the time, for the minute he shows superiority his worth is recognized, and there is no law of class, caste or creed that will prevent him from rising. And the workman of Europe will never equal him until

he, too, has the fire of hope kindled in his breast.

* * *

The besetting sin of the business interests of Great Britain has been self-complacency. When American-made goods first began to be exhibited for sale in England, British manufacturers smiled in a superior, patronizing way. The blooming Yankees were real sharp fellows, don't you know. Cousins of ours and all that. And it is really amusing to see how much they think they know, said the British.

The attitude of the British public was, in fact, about that of an experienced and successful man toward a bright and promising, but very conceited, nephew. But the American-made goods kept coming and coming, and began crowding the British manufacturer in a good many ways. Then it became the "American Invasion," and it has grown to such dimensions that it becomes a national menace, and the British public has passed from a state of amused tolerance, through several stages of anger and irritation, to that of almost helpless stupefaction.

And the British public, and a very clean, sensible and determined public it is, is beginning to inquire seriously and eagerly as to what is the matter. And although it will take some time, the British public will eventually learn what it is. It will learn that it is not that the Americans have a protective tariff that renders them so formidable; nor does their cheap raw material account for it more than in a small measure. It will find the chief cause of America's tremendous commercial and industrial development to be the vim and enthusiasm of the American workman. And when I say workman I don't refer to any class. An American is a workman whether he be a mechanic at a bench, a foreman, superintendent, or proprietor. Nearly every proprietor started as a workman and every workman expects to finish as a proprietor. We are all workmen, strong, enthusiastic and determined workmen, striving not merely for our bread and butter but for the highest places in the land.

And a nation of 80 millions of such workers, with the resources of a great new continent at their disposal, unhampered by creeds or classes or military folly, makes tough competition.

And the British public will find that a protective tariff won't help it.

* * *

There is no doubt but that a protective tariff has been of vast benefit to their country and aided enormously in its development.

In the beginning this was an almost exclusively agricultural country, and it was almost entirely due to the bull-headed attempt of Great Britain to keep us an agricultural country and prevent our development in other directions that led to the separation of the two countries.

In the beginning we were an agricultural

people because agriculture could be engaged in without capital or experience, and we exchanged our agricultural products and raw material for manufactured goods. But that we should send wool and cotton to England to have it made into cloth to be returned to us, we not only paying the freight both ways but also the freight on the food we sent to feed the British workmen, was contrary to the fitness of things, and that we prospered under such a condition was due only to the fact that our soil was so strong and new.

Then our forefathers conceived the idea that by taxing our agricultural interests for a time we could build up manufacturing interests, and that once the manufacturers were established the agriculturists would get their money back a hundredfold.

In this country the protective tariff worked in harmony with the fitness of things. When the tariff was established it was for the purpose, not of diverting things from their natural channel, but to give them an opportunity to get into such channel.

And owing to the fact that our soil was so strong and new, the agricultural interests could stand the strain of paying more for their cotton and woolen cloth, their implements of iron and steel, and so on, for a few years, until such time as our manufactures could be established.

But because a protective tariff was a great benefit to a new and undeveloped country, of great natural wealth, that is no indication that it will be the same for an old and practically exhausted country. If Great Britain had a lot of undeveloped mineral wealth, for instance, and was shipping its mineral products to this country to be manufactured and shipped back, and her other interests were strong enough to stand the strain of higher prices for a few years, a protective tariff on iron and steel goods would be of benefit, but how a nation whose wealth in natural resources is, if not exhausted, at least developed and exploited to the fullest extent, is to get any benefit from a protective tariff, it is difficult to see.

The scheme is, I believe, meant to include the British colonies. In plain and unvarnished phrase, Canada, for instance, is to remain an agricultural country and is to send her raw material to England to be manufactured and returned to her, paying the freight both ways, and the manufacturing charges, thus giving employment to British workmen, a profit to British merchants and good business to British shipping interests, and enabling the present order of things in Great Britain to go on undisturbed; the British aristocracy to continue in its elegant idleness, the British merchant to put in four hours a day at his business, the British army and navy to be maintained as a means to divert a portion of the people's earnings to the support of the younger sons of the

continue to plod his reluctant and incapable way along.

That is a brilliant scheme for Great Britain; but that those young, progressive, virile colonies, such as Canada and Australia, will be brought to acquiesce, is not probable. In fact, the whole scheme seems to me so ridiculous that I have no idea that the British people, people not prone to act hastily or to make mistakes, will ever seriously attempt to put it into execution.

To see Great Britain preparing to cure her despoiled trouble by the superficial remedy of a protective tariff is like watching a man whom we know has a cancer eating at his vitals trying to purify his blood by treating a sore finger.

The "thirty years of stagnation" in British industry doesn't result from lack of a protective tariff. The trouble lies deeper than that, and the time spent in experimenting with the tariff will be but time wasted.

What ails the industries of Great Britain and of all Europe is the American workman. Our great resources in natural wealth is a handicap to other nations, but the American workman is the chief difficulty with which they must contend.

* * *

The free night schools of Chicago were opened last Monday night and were filled to overflowing at once, over 10,000 pupils being enrolled the first night, and over 1,000 turned away temporarily until provision could be made for them. And provision will be made for them—every last one of them—and for all others who wish to go. Chicago will see that every man, woman and child that wants to climb has an unrestricted opportunity.

One of the daily papers had a reproduction of a snap shot taken at one corner of one of the rooms. And in that collection of eleven pupils were nationalities represented as follows: A Syrian woman, a French girl, a Japanese, a Chinaman, an Italian, a Swede and a Bohemian. That is, they are all Americans now, as they will tell you with great pride, but they were born in the other countries. Most of the pupils of the night schools are, in fact, foreign born, for of those born in this country few find it necessary to attend night schools to get an education.

Those night school pupils work hard all day, and then, freely and of their own accord, anxiously and eagerly, they take from their hours of sleep and recreation the time for the night school and self-improvement. For hope is stirring in their breasts, warming their hearts and shining in their faces. They have come into a new world. All the hopelessness and oppression, all the heavy burden of grinding poverty and militarism they have left behind them in the old country.

And in great, free America they have a chance, such a splendid chance to rise from the rick of the common and the poor. And will they not work hard to im-

When they are put to the test, they will show that they are not only capable of doing the work of the European workman, but that they are capable of doing it better. They will show that they are not only capable of doing the work of the European workman, but that they are capable of doing it better. They will show that they are not only capable of doing the work of the European workman, but that they are capable of doing it better.

It is the difference between a man who works for himself, and who works for the benefit of the community, and one who works for himself, and who works for the benefit of the community.

Some time ago an American manufacturer decided, for various reasons, to establish a branch of his manufacturing business in England. Accordingly, he erected a large factory there and has just got it into successful operation. A short time ago he gave a banquet to his men. He hadn't room for all of them, as he employed several thousand, but the banquet included all the heads of departments, clerks, foremen, and all holding positions of importance. And the proprietor sat down with them, as a matter of course, and had a good time, and they discussed the business and how to push it along. One man was as good as another and they got acquainted and had a good time.

Now, nothing would have been thought of that in America, but the English papers were full of it. In a large English manufacturing establishment there are a dozen classes of employes, and they are as difficult to be broken through as are the social classes. And members of each class or grade consider those in a lower class or grade as social inferiors; and to see the American employer kick that all to pieces and put all his men on the same level, with the distinct understanding that the best places in the business were for the best men, irrespective of anything, and then to meet with these men as though he really felt they were his equals, seemed to give the British people a shock. But some of the papers had the wit to see in this incident some explanation of Great Britain's "thirty years of stagnation," which is growing each day more pronounced.

The people of Europe have got to give up their antiquated and silly notions of caste and special privilege; they've got to disband their armies and set their soldiers to work; they've got to take the money they are spending for improved arms and ammunition and buy improved industrial machinery; they've got to set their aristocracy to work or take it out of the back yard and cut its throat; and they've got to give the European workman a show, same as he has in this country, a show that will put heart and fire and spirit into him.

The American workman is going to force the people of Europe to do all these things. They've got to do it or starve. The Amer-

ican has set the pace and it is so fast that those who would compete must be dead weight. In this competition the European workman cannot carry his antiquated methods and privileged and privileged methods and century-old prejudices. Just as sure as you are, he must cut loose from all that or the American workman will crush him.

Long ago the Roman soldier conquered the world, for the tendency of the Roman system was to strengthen and glorify the soldier. America has glorified the workman and the whole tendency of the American system is today to add more power to his elbow. And the American workman is, with spindle and loom, hammer and forge, conquering the world today more certainly and more rapidly than the Roman soldier conquered it with his sword. And to combat him the nations of Europe must raise up their workmen and dignify and exalt them and put them in high places.

There was a time when the nobles of Great Britain, the ancestors of the present aristocracy, were most useful and necessary in defending the Empire. And it was

before those mighty soldiers were so useful and necessary that they were put in such high places. But there is a difference in attacking the old empire today and the defense must be entrusted to the British workman. And he has got to have a show.

The British public doesn't understand this as yet and so long as the British ruling classes can prevent it will not. For the ruling classes are the lords and dukes who have outlived their usefulness and who will be reduced from their high estate as soon as the British public comes to know the true situation. Time was when the lords and dukes were the bulwark of the empire, but that day has gone by. The day of the soldier is over. This is the day of the workman.

And the American workman is setting the pace. At the bench, in the field and office, striving strongly, eagerly and enthusiastically for the prizes which this country alone offers him, he is working a revolution throughout the world and especially in Europe.

The most potent factor in the world today is the American workman.

From Near and Far.

CHICAGO COMMENT.

George E. White, a member of the hardwood firm of George E. White & Co., of this city, has, personally, become heavily involved financially. Current report has it that he went against the stock market, and, as everyone knows, the bottom fell out and George was one of the big holders to the extent of about \$200,000. He has sufficient wherewithal, however, to meet the situation and his hardwood business will not suffer in the slightest degree.

While we are on the subject of business disasters we will mention the visit to this market of Mr. Rigby, a representative of the late firm of Lightbound, Rigby & Co., of Liverpool, England. Announcement of the firm's failure has just been received, and Mr. Rigby (junior) is in this country with a view to quieting the fears of some of their creditors here and in other markets of the United States. There is not much definite information to be gained at this writing, except that American creditors believe they will get out at small cost.

W. M. Hopkins, of the Theo. Fathauer Company, is on the sick list. It looked at first as though it might be a long siege, typhoid fever being threatened, but the doctor reports that he has that headed off and that Mr. Hopkins will be on deck again in the course of a week.

Milton Miller, of Miller Bros., on Twenty-second street, has just wound up a trip

around the producing circuit, which included a visit to the mills both in the North and South. He reports a considerable scarcity of stocks all along the line, but added that his efforts were not fruitless, having secured a fine large bunch of dry oak from the South and materially increased their holdings of northern woods.

Clarence Wolfe, of the Heath-Witbeck Company, returned from a business trip north this week.

L. B. Lesh, of Lesh & Matthews Lumber Company, has gone South on business. He will be away for two or three weeks.

John Dickson, of the J. W. Dickson Company, and D. A. Fisher, the well-known insurance man, both of Memphis, were in Chicago centennial week. Most of the Indians were quartered in Lincoln Park during the festivities, but this pair were located at the Great Northern Hotel. Dickson made a bluff that he wasn't up here to do any lumber business, but before he left he was coaxed into taking back a few orders.

The stork has been jumpy around Chicago during the past month. There was nothing in the bag on this trip except girls, one of which was left at the home of U. S. Hendrickson and another at Henry Sondheimer's.

Claude Maloy, of Maloy & Wertz, Evansville, Ind., was in the city a couple of days last week and was a welcome caller at the

Record office. The conversation was devoted largely to the best method of raising boys. Mr. Maley has one seven months old who is no doubt away beyond his years in some ways. According to Claude, young Henry named after his grandfather is disturbed so much about the price of lumber that he doesn't sleep well at night.

* * *

Another visitor in Chicago last week was Julius Ranger of New York. Mr. Ranger, as was mentioned in our last issue, is interested with Max Sondheim in the newly organized Ranger Hardwood Export Company of Houston, Tex. Mr. Ranger left for New York last Thursday on personal matters, returning this week, and, in company with Mr. Sondheim, left at once for the scene of their projected southern operations. Mr. Ranger will take up his residence at Houston and will have charge of that end of the business.

* * *

Among other visitors to the market during the past two weeks may be mentioned B. F. Swain of Shelbyville, Ind., a member of the firm of D'Heur & Swain Lumber Company at Seymour, Ind., and president of the National Hardwood Lumber Association; J. M. Pritchard, secretary of the Long-Knight Lumber Company, Indianapolis, Ind.; O. G. Gardner, manufacturer southern hardwoods, and who recently removed his headquarters from Mercer to Jackson, Tenn.; F. J. Blackwell, president of the F. J. Blackwell Company, Brownsville, Tenn., and F. W. Vetter, manager of the Empire Lumber Company, en route from headquarters at Buffalo, N. Y., to their mill plant at Empire, Ark.

* * *

The many friends of W. D. Hurlbut, manager of the National Traffic Association, will sympathize with him in the loss of his wife, whose death occurred suddenly on September 26. Mrs. Hurlbut was as popular in her circle of friends and acquaintances as is Mr. Hurlbut in the business world. Besides her husband she leaves two children—a boy and a girl—to mourn an untold loss.

GOTHAM GLEANINGS.

If affairs were in their normal state, this city would be just seething with work now, and the lumber trade locally would be so busy that it would be working overtime. But affairs are not normal. By dint of much trouble builders are just about able to finish up the work on uncompleted buildings, with no dreams of such a thing as beginning the erection of new structures. Of course, hardwoods are not quite as badly hit as construction timbers, for manufacturing is going on in practically as large volume as ever, and there is a good, steady demand from these sources, with prices firm.

* * *

At a special meeting of the board of trustees of the New York Lumber Trade Association recently, the following new mem-

bers were elected: The Hilton & Dodge Lumber Company, 81 New street; the Atlantic Coast Lumber Corporation, 17 Battery place, and A. S. Kibbee & Son, 18 Broadway. The annual meeting of the association and the annual election takes place on the 14th inst., the ticket nominated including the re-election of Richard S. White as president; James Sherlock Davis as first vice-president; Abner P. Bigelow as second vice-president, and Charles E. Pell as treasurer. A buffet luncheon will precede the meeting.

* * *

The M. Mosson Company has been incorporated to conduct a general hardwood business in Brooklyn. The capital is \$20,000, and the incorporators are: Max Mosson of Brooklyn, formerly head of the firm of M. Mosson & Bro., recently dissolved; Frank L. Ackerman of Brooklyn, and W. N. Cooper, Asheville, N. C. Mr. Cooper is a hardwood lumber manufacturer and recently opened a New York office at 1123 Broadway.

* * *

S. Herrstadt, dealer in hardwoods at wholesale at 66 Broad street, left here on the 11th inst. for a two weeks' business trip in the southern hardwood district. Mr. Herrstadt's business is constantly on the increase.

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Charles Lovett, lumber inspector at the Pennsylvania Railroad shops, Pavonia, N. J., since 1866, has been retired under the company's pension system, having reached the age of 70.

* * *

A pair of sightseers here just now is Mr. and Mrs. H. A. Davis. Mr. Davis is of the cypress tank manufacturing house of G. M. Davis & Son, Palatka, Fla.

* * *

A recent death is that of Charles B. Crombie of 18 Broadway, who for the past two years did a wholesale commission business in hardwoods. Mr. Crombie was 54 years old, and is said to have come from Chicago.

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Recent visitors to New York included S. F. Carter, of the Emporium Lumber Company, Houston, Tex.; R. C. Lippincott, Philadelphia; E. R. Safford, Jr., of the A. Sherman Lumber Company, Potsdam, N. Y.; H. B. Short of Lake Waccamaw, N. C.; C. E. Lloyd, of the Cherry River Lumber Company, Philadelphia; Ralph Sonder, of E. B. Hollowell & Co., Philadelphia; George J. Barker, of the Wood Barker Company, Boston; W. L. Sykes, of the Emporium Lumber Company, Keating Summit, Pa.; C. L. Barr, sales manager for the M. B. Farrin Lumber Company, Cincinnati; H. A. Batcheller, Panasoffsky, Fla., and E. A. Babcock of Pittsburg.

* * *

George D. Burgess, of Russe & Burgess, the Memphis hardware firm, passed through here recently on his way home with his family. They had spent part of the summer vacation at Atlantic City.

MEMPHIS MATTER.

Moore & McFerren, large cottonwood manufacturers, have started a new mill at Lambertville, Ark.

* * *

The Roberts Lumber Company, formerly the Southern Cypress Company, is operating in Arkansas on gum, cottonwood and oak. An office is maintained in Memphis in charge of G. G. Roberts. The mills are near Osceola.

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The Chicago Mill & Lumber Company is making considerable extensions and improvements on its Arkansas mill properties, which plant will cover about 70 acres.

* * *

The Benicia Lumber Company, wholesalers in carload lots of hardwood lumber, have opened an office at 60 and 63 Randolph building, in charge of J. B. Gilbert formerly of Chicago.

* * *

The Anderson-Tully Company have purchased an additional 2,000 acres of cottonwood timber holdings on the Mississippi River, to add to their holdings.

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E. W. Nichols, of E. W. Nichols & Co., San Francisco, was a recent visitor in this market.

* * *

The J. W. Thompson Lumber Company has been purchasing more stumpage in LeFlore County, Mississippi. At Berclair it is installing a mill with a capacity of about 25,000 feet per day.

* * *

Baldy Vinson of Little Rock has just returned from Ashley County, Arkansas, where he purchased for the A. F. Cook Land & Timber Company 14,000 acres of timberland. A. F. Cook, the head of the new concern, will shortly move from Saginaw, Mich., to Little Rock to reside.

* * *

George Ehemann, of Bennett & Witte, has just returned to their Memphis office after a trip in Louisiana, where they have been shipping out a good deal of lumber lately.

* * *

J. D. Bolton, manager of the hardwood department of the American Lumber and Manufacturing Company, of Pittsburg, Pa., was in Memphis recently.

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J. O. Bomer, of Bomer Bros., Brownsville, Tenn., was in Memphis this week looking after lumber interests. This firm is represented here by Dave Trippett.

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Carload shipments of lumber through Memphis are now inspected by the Southern Weighing and Inspection Bureau for the railroads before being billed through to destination. This is done to protect the railroads against the possibility of shippers taking advantage of classification and through rate concessions granted the Memphis lumber interests by the Memphis lines. Memphis is the only city in the

The South. Weighing 360,000 lbs. in weight, such is being the case. The territory embraces all states south of the Ohio and Potomac rivers and a Mississippi river.

Six months ago the Memphis line was allowed the Memphis lumber dealer the privilege of reconsigning lumber on loaded shipments at the regular through rates. Thus Memphis has become a lumber depository for a number of large firms. It was claimed recently that some of the dealers were taking advantage of the reconsigning privilege. Therefore the railroads inaugurated the inspection of lumber shipments.

According to the conditions of reconsigning a shipper may bill a carload of lumber to Memphis and store it in the local lumber yards, and later bill out a car of the same grade of lumber at the balance of the through rate from original shipping point to ultimate destination. It does not matter especially whether it is exactly the same lumber, just so it is of the same kind of timber and in the same form and weight. Some of the railroads claimed that lumber shippers were bringing in shipments of one kind of lumber, for example, a car of oak, and shipping out at a later date a car of another grade, for instance, poplar or cottonwood, and claiming the reconsignment privilege on the through rate. Now the shippers, before reconsigning, must surrender the original bill of lading, specifying the grade of lumber, and that must correspond with the bill of lading for the reconsignment shipment. The inspector compares the two bills of lading and examines the lumber on the cars before the shipments are allowed to go out. The new order of inspection has necessitated the appointment of a special lumber inspector. G. W. Briggance has been appointed to that position. He inspects for all the lines out of Memphis on this side of the river.

O. P. Hurd, Jr., of Cincinnati, is in the city. Mr. Hurd is a large buyer of cottonwood lumber, of which he makes a specialty.

Arthur Forcheimer of New Orleans, who is identified with lumber exporting interests, stopped here a few days ago on a visit, while en route to New York City, from whence he sails this week for a temporary stay in Germany.

George T. Kendall, of Hughart & Kendall, has returned from Grand Rapids, Mich.

John O'Brien, of John O'Brien & Co., Chicago, was a recent visitor in this lumber market.

John Stapp, F. R. Robertson, Leonard App, E. E. Goodlander and E. B. Good-

land have filed an application for a charter for the Stapp Lumber Company. The paid-up stock of the concern is \$100,000, and will engage in a general lumber business, buying, selling and manufacturing lumber into lumber.

An application has been made for a charter for the Alabama Lumber and Shingle Company of this city, whose plant will be located at the Fulton Belt Railway intersection of the Pigeon Roost road. The incorporators are M. Bloom, George E. Davis, Herman Carville and O. O. Carman.

PITTSBURG PACKET.

The plant of the People's Lumber Company, in Monessen, Pa., was burned on September 30, entailing a loss of \$500,000. Of this amount \$13,000 was covered by insurance.

The Big Run Lumber & Coal Company of Big Run, Pa., has received a Pennsylvania charter and has a capital of \$700,000. The capital is divided into common and preferred stock, the former being seven per cent cumulative. Frank P. Brown, a large lumber dealer of Big Run, is president, J. N. Thompson vice-president, and A. M. Shaffer secretary and treasurer.

The Curl & Lytle Lumber Company of Pittsburg has its new mill at Holcomb, Nicholas County, W. Va., running at the rate of 5,000 feet a day. The output of the mill is poplar and oak, which the company cuts on a large tract it bought there recently. The same company will start another mill in the same county as soon as there is sufficient water to float logs profitably.

J. E. McIlvain & Co. have recently bought 900 acres of oak and poplar timber in Wetzel County, West Virginia. The tract is near New Martinsville, on the Baltimore & Ohio Railroad, and will be opened in the spring.

George P. Barber, one of the best-known lumbermen in Pennsylvania, died at Mus-

kegon, Mich., October 5, aged 79. Mr. Barber was born in Norwich, N. Y., and removed to Williamsport, Pa., when a young man, engaging in the lumber business there. He came to Pittsburg in 1861. He immediately bought the Duquesne Planing Mill of Allegheny, which he operated till it burned in 1886. He then became purchasing agent for eastern lumber firms, and in a short time went to Muskegon, Mich., to buy lumber for the American Lumber & Manufacturing Company. In 1891 he was sent to Menominee, the lumber at Muskegon having been exhausted. He remained at Menominee until last April, when he was obliged to return to Muskegon on account of ill health. The funeral was held at Emsworth, a suburb of Pittsburg.

NASHVILLE NEWS.

The Nashville Hardwood Flooring Company is turning out about 35,000 feet of flooring per day, and selling the same in the eastern and foreign markets. The plant is superbly fitted with machinery. C. L. McConnell, for a long time with the Prewitt Spurr Manufacturing Company, is manager; John B. Ransom, president; W. K. Phillips, vice-president; Arthur Ransom, secretary; McEwen Ransom and John W. Love, directors.

The Davidson Benedict Lumber Company has purchased a 3,000-acre hardwood timber addition in Franklin County to add to its present holdings. W. V. Davidson, of the firm, is now in that part of the country to arrange for getting the logs off the mountain side. The firm has had considerable experience in bringing mountain timber to market. This timber will probably be carried to the railroad at Cowan, Tenn.

Geo. C. Brown & Co., extensive hardwood manufacturers of McMinnville, Tenn., will put in a large branch yard at Nashville. The same will be managed by Chas. F. Rhea, lately with the Prewitt-Spurr Manufacturing Company. At the

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The Safest and Most Economical

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Nashville yard the company will make a specialty of red cedar.

* * *

Through the efforts of A. H. Baird, of the Southern Lumber Company, and Hon. B. A. Enloe, fair commissioner, the Nashville lumbermen are becoming interested in a prospective forestry exhibit for the St. Louis World's Fair. The first named gentleman who mapped out the arrangement of the Tennessee Centennial exhibit will probably arrange this one. Among the firms who have signified their intention of making an exhibit are: The Davidson-Benedict Lumber Company, the Prowett-Spurr Manufacturing Company, John B. Ransom & Co., Love, Boyd & Co., the Indiana Lumber Company, Lieberman, Loveman & O'Brien.

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The saw mill and nearly 1,000,000 feet of lumber belonging to Tucker, Riddle & Gentry burned near Erwin, Ala., a few days ago.

* * *

L. M. Caraway, a lumber dealer of Buena Vista, O., has just closed a contract with the Davidson-Benedict Lumber Company for all the hickory timber on 500 acres of land a few miles south of Monterey, Tenn. Mr. Caraway is considering the erection of a mill at Monterey to work up the same.

PHILADELPHIA POST.

The Lumbermen's Exchange has declared itself to be unanimously in favor of deepening the Delaware River in order to provide a thirty-five-foot channel to the sea. The improvement of the river and harbor is regarded as a matter of vital importance by the lumbermen, as many shipments have been prevented by the shallow waterway. The following resolution was adopted by the exchange at its last monthly meeting on Friday, October 2:

"Resolved, That we are in hearty accord with the movements in progress looking towards securing a thirty-five foot deep channel up the Delaware River to this port, and hope that the efforts will lead to a successful and speedy conclusion."

* * *

The planing mill owned by F. S. Hammond & Bro. at Rosemont, Pa., was destroyed by fire, together with a stable and wagon shed, on October 3. The loss is estimated at \$10,000, partially covered by insurance.

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The Russell Kress Box & Lumber Company has succeeded the Speer Box & Lumber Company at McKees Rocks, Pa.

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The report of the Bureau of Building Inspection for the month of September shows the total estimated value of operations for which permits were issued during the month to be \$2,639,625. This is an increase of \$561,290 over the same month of last year, but it is accounted for by the fact that a large portion of the buildings going up are school buildings and

that much of the month's work constituted repairs and alterations.

* * *

Henry F. Bruner, of the firm of Owen M. Bruner & Co., died at Columbia, Pa., on September 21, after a brief illness. Mr. Bruner had extensive interests in the lumber business and at one time he was regarded as the largest coal dealer in this city. He was also interested in several large corporations. He was 70 years old.

* * *

George W. Kugler & Sons, box manufacturers, have secured plans for the erection of a large plant at 918-928 North Front street, running to Newmarket street in the rear. The plans provide for a two-story factory, one-story office, engine room, lumber shed, shavings vault and stable.

* * *

Fire, believe to have been of incendiary origin, destroyed the plant of the Planing Mill Company at Roaring Spring, near Altoona, Pa., on September 24. The loss amounted to \$15,000, part of which is covered by insurance.

AT MINNEAPOLIS.

A. H. Ruth, traveling representative of the G. W. Jones Lumber Company of Appleton, Wis., was in Minneapolis September 30 and remained several days visiting consumers and jobbers in the interests of their products. He says that in oak they are still unable to supply the demand, and that they are enjoying an active trade in all the other woods they handle.

* * *

A. S. Bliss, representing the R. Connor Company of Marshfield, Wis., in this territory, says they are getting a nice trade in oak, birch and basswood, and find no occasion to cut prices in order to get business. He does not believe that an order for ten cars of basswood "uppers" could be filled by any dealer in the Northwest.

* * *

C. F. Osborne, of Osborne & Clark, the local hardwood wholesalers, has returned from an inspection of their retail yards in Illinois. He says the retailers are calling for maple flooring pretty steadily this fall.

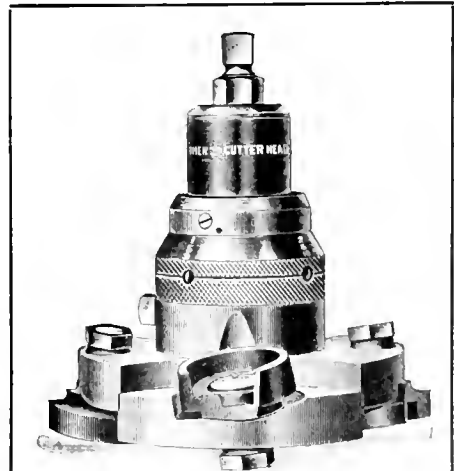
* * *

The strike in the flour mills has closed down all the Minneapolis cooper shops, and there is nothing doing now in the cooperage market. Elm staves and basswood heading could still be sold if supplied.

John M. Woods, well known in the hardwood lumber trade throughout the country and operating as John M. Woods & Co., East Cambridge, Mass., has been accorded distinguished honors in the way of an unanimous nomination for state senator from the district in which he resides. We don't know what kind of a body the Massachusetts senatorial body is, but Mr. Woods will be a credit to it anyway, and we hope he will be elected, for the good of the state.

GEORGE B. ZEARING COMPANY,
Manufacturers and Dealers in
Gum, Oak, Ash
AND COTTONWOOD.
DE VALLS BLUFF, ARKANSAS:

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BROWNSVILLE, TENNESSEE
Write us for prices on
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OAK, POPLAR and GUM LUMBER and Dimension Stock



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Are made like the illustration above, which shows the Expansion feature. Other styles are shown in our catalogue No. 24. A copy free for the asking.
S. J. Shimer & Sons,
MILTON, PENNSYLVANIA.

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

BOYNE CITY LUMBER CO.

BOYNE CITY, MICH.

**Michigan Rock Maple and other
Michigan Hardwoods.**

Large Capacity. Prompt Shipments.
Rail or Cargo.

"THE NEW MILL"

GOOD HARDWOOD TIMBER IS BECOMING SCARCE

in most sections of the country, and the prices of tracts of timber land are very high. These conditions, however, do not apply to the territory in Southeast Missouri and Northeast Arkansas traversed by the lines of the

White and red oak, hickory, walnut, poplar and ash of the very best quality and of heavy growth can be secured, and sawmills, stave and handle plants and other wood working industries will find that section offers superior advantages as a location.

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INDUSTRIAL COMMISSIONER,
Commercial Bldg., St. Louis, Mo.**

CINCINNATI LUMBERMEN'S CLUB.

The monthly meetings of the Cincinnati Lumbermen's Club were resumed Monday evening, October 5, by an informal dinner at the Stag Cafe. President C. F. Korn presided and the following members and visitors were present:

- C. F. Korn,
- B. Bramlage,
- Bert W. Lord, Burnside, Ky.
- H. P. Wiborg,
- G. C. Pratt,
- George A. Shaw,
- J. J. Moffett,
- W. A. Bennett,
- E. K. Pritchett,
- J. E. Owens,
- A. D. McLeod,
- H. W. Brock,
- J. S. Hurd,
- Albert Cone,
- James A. Van Orsdel,
- E. O. Robinson,
- J. Watt Graham,
- George M. Morgan,
- J. E. Tutthill,
- F. W. Mowbray,
- Dr. Joseph B. Cochran,
- J. B. Cochran,
- G. C. Ramsey,
- W. S. Sterrett,
- C. C. Emswiler,
- John D. Morgan,
- Myron Banning,
- C. P. Morse,
- James Buckley,
- C. H. Pease,
- E. J. Pease,
- B. A. Kipp.

President Korn announced the appointment of the following standing committees for the year:

Officers

- C. F. Korn, president,
- B. A. Kipp, first vice president,
- T. J. Asher, second vice-president,
- B. Bramlage, treasurer,
- E. A. Swain, secretary.

Executive board

- C. F. Korn, chairman,
- B. A. Kipp,
- T. J. Asher,
- B. Bramlage,
- E. A. Swain.

Membership committee

- T. B. Stone, chairman,
- H. P. Wiborg,
- C. W. Tomlinson,
- C. P. Morse,
- Jackson.

Entertainment committee

- C. L. Barr, chairman,
- Will Stone,
- C. H. Pease,
- F. M. Fossell,
- James Myers.

River and rail committee

- W. A. Bennett, chairman,
- T. B. Stone,
- W. S. Sterrett,
- John Hanna,
- B. A. Kipp.

Inspection committee

- J. Watt Graham, chairman,
- W. B. Hay,
- Thomas J. Moffett,
- J. W. Darling,
- E. L. Edwards.

Law and insurance committee

- Walter Quick, chairman,
- C. C. Emswiler.

- E. H. Gage,
- A. B. Ileson,
- Will Hanna,
- Credit and terms committee
- B. Bramlage, chairman,
- W. B. Hay,
- Gregg Stewart,
- J. F. McRoberts,
- James Buckley,
- Statistics committee
- H. P. Wiborg, chairman,
- A. D. McLeod,
- Myron Banning,
- Joseph B. Cochran,
- Frank Littleford,
- Transportation committee
- C. W. Tomlinson, chairman,
- J. Watt Graham,
- G. H. Ingels,
- O. P. Hurd,
- W. Fowler.

Advertising and press committee

- W. S. Sterrett, chairman,
- F. W. Mowbray,
- H. L. Mickle,
- T. J. Asher,
- Jesse Tutthill.

Arbitration committee

- M. B. Farrin, chairman,
- Leland Banning,
- T. J. Moffett,
- T. B. Stone,
- E. A. Swain.

Supplementary committee

- E. A. Swain,
- C. F. Korn.

After a full report from the river and rail committee and a full discussion of same by the members, the club heartily endorsed and pledged their support to the organization to be known as the Receivers' and Shippers' Association of Cincinnati, which will have charge of all freight matters of every nature for its members.

A discussion of prices and other matters of interest to the trade followed, after which the meeting adjourned. The next regular meeting comes on the first Monday in November.

SELMA, ALA.

(From Atlanta Constitution.)

The growth of the lumber trade of the South is keeping pace with the advancement of all its other industrial resources, and in no other single branch are greater facilities offered to her people in obtaining supplies of lumber of all kinds upon the most advantageous terms. This fact is the result of the enterprise of just such houses as the Schuh-Miller Lumber Co., who, while looking for legitimate profits, are also interested in developing the resources of the South and making the great future possibilities known. The consumption of hardwood lumber is annually increasing, notwithstanding the fact that iron and other materials are now so largely used for building purposes, and as the demand increases there will continue to be enterprising houses keeping pace with it and providing the necessary marketing facilities. The Schuh-Miller Lumber Company began operations January 1 of this year, and it is the only hardwood

manufacturing plant in Selma or in the surrounding territory. They have a modern plant here at Selma, employing sixty-five men with a weekly pay roll of between \$600 and \$700, and an annual output of about 8,000,000 feet. The company has just put into operation a steam logging plant about six miles from the city and are building a line of railroad into the tract of timber at an expense of about \$10,000. The plant at Selma comprises a single band mill with the most modern machinery for handling logs and lumber; they are located right on the banks of the Alabama River, and have shipping facilities over three lines of railroad, north, south, east and west. At the plant they have a log pond to facilitate the handling of logs from the cars to the mills. This pond will have a storage capacity of one million feet. The company owns various tracts of timberlands above the city on the Alabama River, and stumpage privileges on the various railroads entering the city, so that their present aggregate supply of logs will reach close to 50,000,000 feet, and this, with their continued purchases of logs, insures for them a permanent business for a number of years to come. They deal in nothing but hardwood lumber, oak, ash, poplar cypress and hickory. The business is a permanent one. It has taken root and has become a permanent factor in the prosperity of the city in which it is located. J. P. Sehn is the president of the company, J. W. Thompson vice-president and A. T. Miller, secretary and treasurer.

At the midsummer meeting of the American Forestry Association at Minneapolis, August 25 and 26, Mr. T. B. Walker of Minneapolis, spoke as follows:

"At present rate of consumption, the amount of the timber now standing will be consumed within thirty-five years.

"In the near future, substitutes for wood and curtailed consumption, better forestry methods and reproduction will be necessitated.

"Forests are all in sight and subject to general estimates differing materially from iron, coal and coaloil—building stone, etc., where the supply is under cover and the extent unknown, but practically inexhaustible.

"Responsibility of lumbermen for wasteful methods should rest equally upon public generally and on the government.

"Our vast hardwood forests have been cup away and in large part burned in log heaps by the pioneer settlers in clearing their lands for cultivation.

"National, state and county governments have authorized and protected all frontier settlers and loggers in wasting our forests.

"Homestead law and pre-emption and timber and stone act and the land sales in forty-acre tracts at public auction scattered the ownership of timber lands. Lumbermen could not secure sufficient areas of timber to make economical logging operations or apply proper forestry methods.

"For purchasing lands of entrymen, lumbermen have been censured and criticised by thus doing what the laws undoubtedly anticipated. Violations of the laws are exceptions, not the rule.

"Premature county organizations and heavy taxes on unproductive land where owners were non-residents and derived no benefit from the tax have aided in denuding the forests to escape this burden.

"When lands in our pineries were denuded of timber they were wanted for cultivation, which fact has made counties, state and nation more indifferent as to the preservation of forests.

"Through government limitations American timber owners hold less than 14 per cent of the remaining supply.

"Methods of disposing of public timber lands have placed lumbermen at great disadvantage. Economical methods could not be applied to scattered tracts. Canadian system of large limits and light taxes have given them great advantages.

"In the western forests, conditions are much more favorable, better forestry methods, more practical and profitable and continued supply of timber can be produced. Protection against fire can be successfully applied by clearing away all dry materials from around each of the trees. Large trees may be cut, leaving much greater numbers of smaller trees for growth and reforestation. As the lands are not valuable for agricultural purposes, taxes will be made light on partially cut lands, so that continued growth can be maintained. Protecting forests by attempting to keep the fires from running is not a success. When fires are kept from running for long periods damage when it does run is greater than the aggregate of intermediate burnings and fires cannot be entirely prevented.

"Timber permits by government should be on a large scale to make logging and reforesting profitable and economical.

"A large proportion of our lumber supply in later years must come from private timber cultivation on individual holdings.

"The forestry department will become increasingly more and more important—and should be given large authority and means to carry on the work and for reforesting on a large scale as rapidly as it proves practicable."

Scranton, Miss., is the recipient of a big enterprise as a result of the consolidation of the Gulf Manufacturing Trade and Transportation Company and the Pascagoula Saw Mill Company. The business will be operated under the first mentioned name, which is capitalized at \$300,000, and officered as follows: President, N. F. Miller; vice-president, R. S. Pickett; secretary and treasurer, John J. Macheca; superintendent, J. M. Tindel. The purpose of the company is to construct and operate saw mill, furniture, sash, door and blind, and other woodworking factories, and in pursuance of this purpose they have acquired options on 18,000 acres of hardwood timberlands in Jackson county. They will immediately begin the erection of a band saw mill, and later on a furniture factory.

Col. W. B. Dutton of Racine, Wis., is spending a few weeks at Carlsbad, N. M., attempting to regain his health.



W. V. Davidson Lumber Co. Benedict Bros.
 W. V. Davidson, M. F. Greene, J. N. Hicks,
 C. B. Benedict, C. B. Benedict.

Davidson-Benedict Co.
 Wholesale Manufacturers and Shippers

LUMBER

**ROUGH AND DRESSED OAK, POPLAR,
 ASH, CHESTNUT, WALNUT,
 NASHVILLE, - TENN.**

THE
Crittenden Lumber Co.
 MANUFACTURERS

**Oak, Ash,
 Cypress
 and Gum**

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It tells all about the most delightful places in the country to spend the summer—the famous region of Northern Michigan, including these well-known resorts:

Petoskey	Mackinac Island
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Harbor Point	Omena
Oden	Northport

Send 2c. to cover postage, mention this paper, and we will send you this 52-page book, colored cover 200 pictures, list and rates of all hotels, new 1903 maps, and information about the train service on the

Grand Rapids & Indiana Railway
(The Fishing Line)

Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna. Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.

C. L. LOCKWOOD, Gen'l. Passenger Agent,
 Grand Rapids, Mich.

TIMBER LANDS

We offer the following bargains in southern timber lands and saw mills.

TENNESSEE TIMBER.

Twenty thousand acres of hardwood timber on the Baker & Goldman tract, including Sassy Creek and on the Atlanta & Southwestern Railway, in Carter County. It will cut 25,000,000 feet of excellent hardwood timber and is divided into twelve branches, all running along Sassy Creek which the railroad parallels.

Price, \$80 per acre, half cash and balance at time with 6 per cent interest. Perfect title. File Baker.

A VALUABLE TRACT.

Twenty thousand acres in Haywood County and 5,000 acres in Madison County, N. C., a 25,000-acre tract of virgin timber—poplar, oak, chestnut, cucumber and a little cherry, will cut 5,000 feet per acre, about 3,500 merchantable timber; Pigeon River is the boundary line for 9 miles; the railroad is now running to Waterville, just across the river; the railroad is building up about four to five miles on same side of the river, and then near Cold Spring Creek they are to cross the river and will run over this tract four or five miles; Tennessee state line is another boundary line; price of this tract is \$7.50; title is good; this will make good cattle ranch when timber is taken off. File 1.

Two hundred and forty thousand acres in Catahoula Parish, La.; 30,000 acres mixed long and short leaf yellow pine, estimated to cut 8,000 feet to the acre, and 210,000 acres of white and black oak, gum, ash and hickory and some exceptionally fine cypress along river and streams; hardwood estimated to cut 4,000 feet to the acre. Numerous rivers afford excellent facilities for rafting. The land is rich for farming and will make a fine colonization proposition after timber is cut. Also an elegant rice proposition, as the lake can be used for reservoir. Thousands of acres can be flooded by means of sluice gates, saving expense of pumping. Price, 2.75 per acre. Perfect title. File W. R. M.

Forty thousand acres of hardwood in western central Mississippi; will cut 10,000 feet to the acre; lies along a navigable stream and railroad has been surveyed through the land; excellent farming land when cleared; it will run 50 per cent white oak, 25 per cent gum. The cruiser who estimated the tract places it at 12,500 feet to the acre and adds that the quality is exceptionally good and uniform, and believes it to be the best tract of timber he ever saw. Price, \$8.50. File O.

Forty-three thousand acres in Arkansas, lying on both sides of the White River, and is estimated to cut 7,500 feet to the acre. The estimate is 78,000,000 red gum, 69,000,000 white ash, 62,000,000 red oak, 58,000,000 cypress, 10,000,000 pecan, 5,000,000 persimmon, 5,000,000 ash, 8,000,000 elm, 5,000,000 hackberry, 4,000,000 maple, 3,000,000 hickory, besides smaller amounts of cottonwood, sycamore, locust, cow oak and tupelo gum, or a total of 315,000,000 feet in all lands; after being cleared would bring as much annually in rent as is now asked for both timber and land. Price, \$6 per acre. Perfect title. File V.

But why enumerate? We handle large and small timber tracts in all parts of the country. We also handle Southern farm lands, old colonial estates, improved farms suitable for general farming and stock, as well as unimproved lands, especially suited for goats and sheep. We make a specialty of locating woodworking factories, saw mills and kindred industries.

Being familiar with the South and its many advantages and opportunities for investment, we ask you to consult us.

SOUTHERN LAND CO.,

134 MONROE STREET, CHICAGO.

J. F. OLSEN, Formerly Agent for the Land and Industrial Department for the Southern and the Mobile and Ohio Railways, Manager.

Dealers in Southern Timber, Mineral and Farming Lands.

THE HOO-HOO ANNUAL AND HOO HOO.

Years ago, at a time when Hoo-Hoo had not yet attained to its present organized notoriety, this writer found unfeigned satisfaction in repeatedly "cracking up" its membership as without a peer in the country. That was when the lines of eligibility were closely drawn and the standard of membership was accordingly high. It was the intention of the dominating element of this membership to not only maintain this standard, but to limit the membership subject to replenishment and not to a complete suspension of the limitation. The constitutional limit has been variously stretched, until the rank and file to-day knows very little about it and accessions are proceeding as though nothing had happened or was expected to happen. Of course these are matters that members could find out about by writing the supreme scriyenoter, but instead of doing that they growl. From time to time there has been talk about turning Hoo-Hoo to some definite or palpable use, but no advocate of this policy has ever proposed anything like a feasible expedient to that end and the idea is believed to have never been seriously discussed at any of the annual concatenations. The one definite expedient ever thought of in this line, so far as the Journal knows, has had relation to rather misty ideas of mutual insurance. Such expedients are, however, largely subject to certain fatal impediments, notably that of subjecting members to the necessarily discriminating results of medical examinations. It perhaps would be more nearly feasible to convert the membership into an accident insurance society, but even that would either not appeal to or it would be otherwise objectionable in the cases of too many members who could not be compelled to go into it. The remaining alternative of making the body an out-and-out fraternity with the same cornerstone that Masonry or Odd-Fellowship rests upon may have occurred to some, but, constituted as the body originally was designed to be, such a purpose was thought to be needless and undesirable. At all events, this expedient has never been seriously considered and the late annual at Buffalo is on record as declaring itself averse to any new legislation at all. Here, then, is the point where any change of organic purpose seems to be barred and Hoo-Hoo must stand or fall for what it is, not what it might be.

Accepting Hoo-Hoo, then, for what it is, what is it? The retiring snark said at Buffalo that he was very proud of the order and that it had "done more to bring together lumbermen from every section of this great country; it has done more to place the power of the united lumber business high in the estimation of the general public, than any other cause." Whether this is more in the nature of an ideal than

a practical statement of fact, lumbermen are themselves the best judges. There is, however, no doubt but that what the retiring snark said is in a very considerable measure a possibility. But if the recognition that goes with the emblem is to be a thing to seek and welcome and not shun and distrust, the self-respecting Hoo-Hoo must be in a position to accept it as a guaranty of meaning something worthy of his recognition and confidence. To make that possible the membership must in all respects be what it was originally designed to be. By that means, membership in Hoo-Hoo might be made of some use to a stranger in a strange land, not otherwise. N. O. Lumber Trade Journal.

TOO MUCH POLITICS.

It won't do to say that financial panics are a result wholly of merely fictitious causes, or that they are in all respects made or unmade by considerations solely of public sentiment. Back of all in every case of persistent disturbance or revulsion there must be something more substantial than a mere feeling of insecurity or lack of confidence—there must in such cases be actual material occasion for insecurity. The history of past panics shows this occasion to have consisted chiefly of a necessity arising from overtrading and excessive credits for liquidation and a readjustment of things upon a more nearly normal basis. It is obviously erroneous, then, to say that such visitations may be caused by anything that Wall street can or cannot do. The panic of 1873, the most disastrous and protracted in late years, was immediately preceded by the failure of the great banking house of Jay Cooke & Co., but that event could by no stretch of reason be considered the cause of the revulsion signaled by it. If, in other words, the country at that time had been in a state of healthful, vigorous solvency and not of crushing, hopelessly excessive general indebtedness, the cry of anybody's failure would have been powerless to completely undermine public confidence.

It is true, though, that impertinent or needlessly alarming influences designed to affect speculative values for speculative purposes, are given altogether too much heed by the legitimate business public. Wall street and its manipulating methods are essentially foreign to those of legitimate trade and are regarded much too seriously by other than the purely speculative or gambling contingent. It is, for instance, as shown by a contemporary, a further fact that too many are influenced by the approach of a general election in which no chances of a resulting change of national fiscal policy affecting standards of values are apparent. At this particular time, neither the political outlook nor existing prospects of any sort seem to afford occasion for considerable stringency in any department of trade, and there is accordingly no discernible warrant for uneasiness in any of the sharp devices resorted to by Wall street for purely speculative effect. The public, in short, will do especially well to leave Wall street to itself and its own pernicious and devious courses, while attending to its own affairs on strictly normal lines. In that event, Wall street and the whole speculating, gambling crew can proceed with their harmless "dog eat dog" occupation to their hearts' content. New Orleans Lumber Trade Journal.

THE MARKETS.

CHICAGO.

There is hardly any change in the local market to speak of. In nearly all the lines of hardwoods there is just as much scarcity of dry stocks as at any time past, and prices, as a general thing, are well maintained. Demand throughout the entire list is active, but purchases continue to be made in as small a way as possible. That is to say, present needs only are being looked after.

There has been a decline in a small way to be sure, in prices on quartered white oak and poplar. The tendency has been that way for the past month or two, and it has come along so gradually that it was barely noticeable during the time.

Aside from these two instances the situation is unaltered. There continues a strong call for all the northern hardwoods. Basswood has gone soaring and there is certainly a shortage in maple, Elm and birch, while probably in better supply, show no weakness.

In southern hardwoods, with exception noted above, there is the same kind of feeling. Quartered red oak is particularly favored and plain-sawed stock is ready sale. Demand for cottonwood, in all grades, keeps up and gum is in fairly good call.

The situation as regards northern hardwoods is exceptionally strong. With the close of navigation but little more than thirty days distant, stocks are very low here. The Chicago dealers have been scouring the northern territory for anything in the way of stock that could be brought in to make a winter's yard supply, and they all report that the mill yards and docks of Michigan and Wisconsin were never so clean at this season.

Taken all in all, the hardwood market of Chicago could scarcely be in a more favorable condition.

PITTSBURG.

Barring strikes, the lumber situation in Pittsburg is fully as good as dealers expected, but, unfortunately, strikes are here again, this time the kickers being the stone masons and the plumbers. Their action has summarily stopped a large amount of building which was about ready for the finishing lumber, and is holding in check many large building projects which would have been undertaken this month under favorable labor conditions. At present contractors are doing practically nothing. This is having a depressing effect upon the retail trade in the city and dealers are just now experiencing the annual lull in business which usually occurs in midsummer. A few of them think this is destined to continue for some time, but most believe that the outlook is good for a large winter's trade.

Prices have not changed to any marked extent. Poplar advanced in sympathy with the rise in Cincinnati, but not until several days after the southern prices went into effect. At present poplar is very scarce in market and it is almost impossible to get dry lumber. Stocks are badly broken, and, with the increasing demand for this lumber in Pittsburg, there is a probability that the price will hold firm.

There is still a big demand for dimension timber, oak and yellow pine especially, for mines and trestle work. A few firms which cater to this line of trade report that there is a disposition among railroads to hold off their orders, pending lower prices, but this opinion is not held

by most dealers, who say that railroads and mine companies are placing large orders and duplicating them at prices never paid before. Prices incline to be a little lower and competition sharper than a month ago.

Oak and hemlock are firm at list prices. Dry stock is very hard to get, making the demand for good lumber steady. The demand for car oak and interior finish, 4, 5, 6 and 8 quarter, is very large. There is also a first-class market for chestnut, with many inquiries from large eastern concerns.

The yellow pine mills are just catching up with their orders and the tendency to accumulate stock is making them take orders at a little lower figure than a few weeks ago. On the other hand, the consumer has been led to believe that a big drop in price was imminent and is demanding a large reduction. The wholesaler, standing between the two factions, is having some difficulty in placing his business satisfactorily.

MINNEAPOLIS.

Dealers here find that the trade is not of large volume, but it is calling for about all they can supply. Under the circumstances prices are strong and there is very little report of cutting. There is absolutely no need of that. Stocks are practically all in strong hands and are being held firmly at list prices. Retail yards call for some maple flooring and some oak dimension. Sash and door factories have not many hardwood orders this fall, and are buying very sparingly. The furniture factories buy only for immediate needs and in small quantities. Box factories are going after basswood culls, for the buyers are beginning to realize that the visible supply is very limited, and is sure to be exhausted by the middle of the winter. Sheds and yard facilities of the manufacturers will be well filled up with stock to tide over the expected famine. Plenty of stock is being offered now, but most of it at straight list price.

Oak is as hard to get as ever. It is in light demand, and for this dealers are thankful. With anything like a lively call for oak, they would be helpless. Some southern stock has been bought, but dealers find it very hard to get shipments through, and are waiting impatiently. Some good-sized sales of birch have been made lately at stiff prices, and there is no disposition to make any concessions on this stock.

NEW YORK.

The situation here in hardwoods is a peculiar one as far as prices are concerned, for there is no very great effort being made to obtain the Cincinnati list, although trade is fairly good. The fact of the matter is, that the eastern dealer considers he is doing very well to obtain the old figures, for he does not consider that the situation warranted an advance here.

Of course, it was impossible for such action to be taken without strengthening the market, but from the first wholesalers here felt that the poplar advance, for instance, could never be put through under present conditions. Manufacturers in the South are reported as realizing what the trade here is "up against," and are not endeavoring to force matters too much.

The manufacturing business around here is not phenomenal, yet it is of the usual

Cypress Hardwood Co.

CYPRESS, ALA.

Manufacturers of

OAK

GUM

POPLAR

HICKORY

Correspondence Solicited

HONECKER & SUMMERS

Public Accountants
and Auditors.

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Pooms 421 and 422 Roanoke Bldg. CHICAGO
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THE MOST DURABLE

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Has Stood the Test of
Twenty-Five Years

Cuts from Bottom up,
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Only Gummer that
is Reversible

Used on Large or Small Circu-
lar Saws and Cross-Cuts



Weights only
12 Lbs.

MOST QUICKLY ADJUSTED
Cuts off the Backs of Teeth, as well as the Gullet

TESTIMONIALS

No mill can afford to do without it
E. D. BATHOFF, Baidorf, Ohio
It is just what you say it is. My youngest boy operates it.
I used another make of Gummer before I bought a Star in 1891
I like yours best. J. W. COOPER, Pleasant Lake, Ind.
Manufactured at

MILLER OIL & SUPPLY CO.
INDIANAPOLIS, IND.

We Need Money!

Buy our
Fine Southern Gum
Log run or on grade--dry.

Also—

- 1 Car thick Elm, dry.
- 5 Cars quartered White Oak, dry
- 2 Cars Poplar Box Boards,
- 5 Cars plain White Oak, dry,
- 5 Cars plain Red Oak, dry,
- 3 Cars 1 in. to 4 in. Hickory,
- 1 Car 2 1/2 in. and 3 in. plain White Oak.

Or most anything else in the hardwood line you can think of. Please send us your inquiry to

J. V. STIMSON,
Huntingburg, Ind.

OUR BUSINESS IS

Turning Dowels

AND DOWEL PINS

Visit our Auto at Turning Shows Samples for Prices

The Prince Handle & Mfg. Co.
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LUMBER AND LOGS

KNOXVILLE, TENN.

Liverpool & London Chambers LIVERPOOL.
85 Gracechurch Street, E. C., LONDON

CABLE ADDRESS: SEVIER.

A. B. C., Zebra, Lumberman's W. U. and Private Codes.

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 Freight 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,

W. B. DAVENPORT,
Industrial Commissioner C., M. & St. P. R'y.
666 Old Colony Bldg., Chicago, Ill.

...and therefore the hard ...
...as badly hit by the ...
...the wise might be ...
...and pines are still being turned ...
...and considerable hard ...
...to meet the demand ...
...poplar may be said to be ...
...and for the better grade. Each ...
...\$18 to \$50 is a good ruling quota ...
...common is quoted at \$15.

In quartered oak of the better grades ...
...are scarce, and as a result the high ...
...\$83 to \$86 are being readily ob ...
...ined.

Plain oak moves freely, with good well ...
...manufactured stock quoted at \$15.

Ash, one to four inch, is in good demand ...
...prices ranging from \$15 upward.

Chestnut is in good call. Inch firsts ...
...and seconds are firm at \$10 to \$12. Sound ...
...wormy may be denominated steady at \$10.

PHILADELPHIA.

There has scarcely been any rally from ...
...the slump in the lumber market that be ...
...gan early in the summer and which shows ...
...no sign of improvement. There has been ...
...no buying to speak of and the inactivity ...
...is believed to be only a reflection of the ...
...general suspension of business in other ...
...fields. Millions of dollars have been held ...
...up in various building operations and ...
...there seems to be no inclination on the ...
...part of builders to start new enterprises.

The only favorable tone that is imparted ...
...to the market is the steady support of val ...
...ues. All of the dealers are maintaining ...
...their prices for the various stocks and ...
...there seems to be no tendency to sell short ...
...of the market. In a few special cases ...
...concessions have been made, but the ma ...
...jority of dealers are demanding the normal ...
...prices. This has aroused confidence in the ...
...market and both the wholesalers and re ...
...tailers feel that the season will improve.

Despite the slump some of the woods ...
...have shown unusual activity. Hemlock ...
...has probably been the least affected by the ...
...prevailing conditions. No concessions can ...
...be obtained and most of the dealers are ...
...behind in their shipment of orders. South ...
...ern and North Carolina pine are also in ...
...good demand, and the lower grades of ...
...white pine are active and bringing good ...
...prices.

MEMPHIS.

Weather conditions have lately been fa ...
...vorable to the operation of the mills, and ...
...they are generally busily engaged, but log ...
...supply is still inadequate. There is very ...
...little poplar on this market, some ash that ...
...is meeting ready sale, little plain white oak ...
...in comparison with the demand, and a fair ...
...supply of gum and cypress. Quartered ...
...oak in dry stock is found in very moderate ...
...quantities. There have been no price ...
...changes. Some of the country millmen ...
...are having slight troubles with their hands ...
...these days, those who have cotton picking ...
...inclinations. The general market tenden ...
...cies are to a more active demand, with mail ...
...inquiries and personal representatives be ...
...gining to come in to close contracts.

NASHVILLE.

The trade shows more inquiries the last ...
...few days, and a tendency toward stiffer ...
...prices on plain oak. Chestnut is exceed ...
...ingly good demand, and there is an above ...
...the average trade on poplar. Quartered ...
...white oak in dry stock is scarce. The fall ...
...buyers are just beginning to make their ...
...personal advent.

\$12.00 TO NEW ORLEANS AND RE-TURN.

Mobile & Ohio Railroad will sell round ...
...trip tickets at above rate from St. Louis ...
...and Cairo, Ill., and intermediate stations ...
...to New Orleans, Mobile, Montgomery and ...
...other southern points on September 15 and ...
...October 20. Sixteen dollars from Chicago. ...
...Liberal limits and stopovers. Jno. M. ...
...Beall, A. G. P. A., St. Louis.

REBUILT WOOD WORKING MACHINERY

Mortisers, H. B. Smith No. 2, Jate pattern.
Mortisers, New Britain No. 2 chain.
Moulders, Smith 4 in., 6 in., 7 in., 8 in., 10 in.
Moulders, Houston 7 in., No. 2, 9 in., No. 2.
Planer, S. S. 16 in., 24 in., 26 in., 28 in., 32 in., 36 in.
Planers, D. S. 26 in., 28 in., 30 in.
Planers and Matchers, S. I. S. Egan No. 4, 24 in. x 6 in.
Sanders, Egan 36 in., Invincible 42 in., Royal 42 in.
Self-feed Rip Saws, Greenlee and Proble.
Saw Tables, combination. Swing Saws.
Shapers, Single and Double Spindle.
Tenoners, No. 2, double heads, copes and cut-oil saw.
Send for list of machinery and supplies

EDWARDS MACHINE CO.
34-36 W. Washington Street. CHICAGO, ILL.

HARDWOOD BOARD RULES

FOR HARDWOOD LUMBERMEN

—AT—

\$1.25, Carriage Prepaid.

Send your orders to the
HARDWOOD RECORD,
134 Monroe Street.

CHEAP FARM LANDS

Located on the YAZOO & MISSISSIPPI VALLEY R. R. in the famous

YAZOO VALLEY

of Mississippi—Specially adapted to the raising of

COTTON, CORN, CATTLE AND HOGS

SOIL RICHEST IN THE WORLD

Write for Pamphlets and Maps.

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Central Station, Park Row, Room 589.
CHICAGO, ILL.

CHARLES H. BARNABY,
MANUFACTURER OF
BAND SAWED HARDWOOD LUMBER
 QUARTER SAWED INDIANA WHITE OAK A SPECIALTY.
GREENCASTLE - - - - INDIANA.

THIS MONTH WE OFFER
INCH CLEAR SAP GUM
RANDOM WIDTHS OR ASSORTED.
THE FARRIN-KORN LUMBER CO.
CINCINNATI.

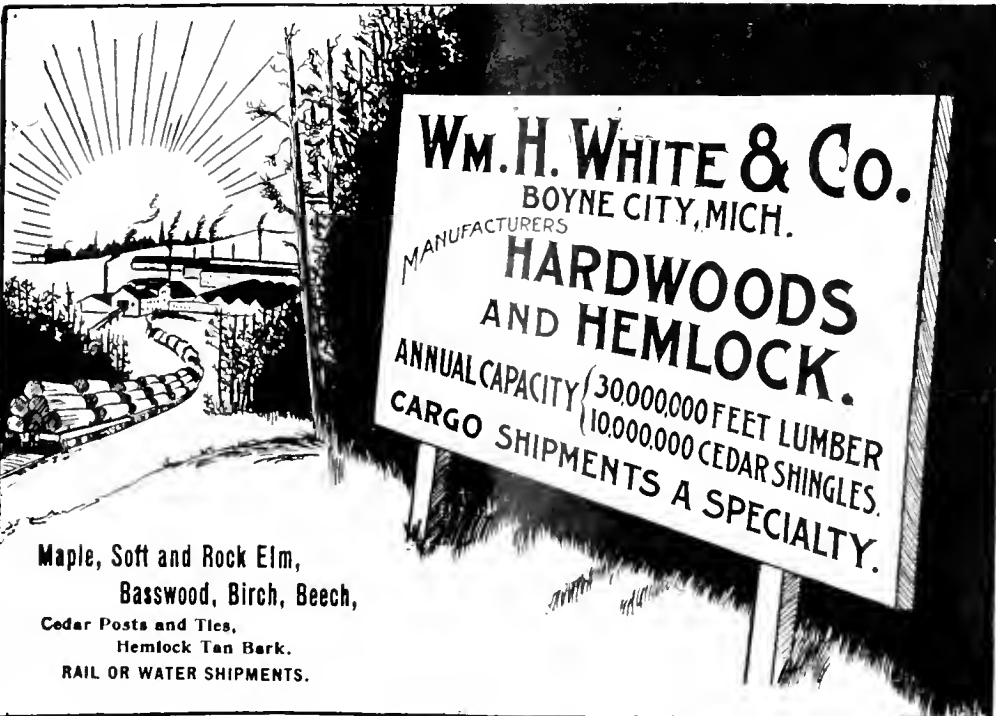
For Implement Work,
 Wagon Box Boards,
 Furniture, Cabinet and
 Wood Specialty Manufacturers.

F. W. GILCHRIST, Prest. F. R. GILCHRIST, V.-Prest. 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

WILL LUMBER COST LESS?

Some of the lumber trade papers are discussing whether or not the prices for the common hardwoods will ever be lower than they now are. The lumber papers concede that prices have been maintained at what seems like a high schedule longer than even the makers and handlers of these woods believed would be the case, and profess to find in the rapidly diminishing supply of the commonly used hardwoods an explanation of the prevailing prices. The Hardwood Record says that it cannot see how American hardwoods can ever go much lower than they now are, and in this opinion the American Lumberman coincides. "There was a time," says the Record, "when the only hardwoods made into lumber were poplar, walnut and white oak. It was believed that when the supply of these woods became exhausted, the country would be embarrassed for lumber. And, of course, it would have been, only that the other hardwoods were brought in, one by one, to fill the gap. Red oak, cottonwood, basswood, elm, etc., were one after another requisitioned. But with the bringing in of gum as a wood of commerce, we have gotten to the end. We have no more reserves of any kind to bring up into the firing line. To use a slang expression, we are 'all in.' And some of our battalions are pretty nearly annihilated. Basswood, ash, elm and cottonwood will, within a few years, be out of the market in commercial quantities. Poplar and white oak are growing much scarcer, but for all that they were the first two commercial hardwoods, they will probably be the last. In maple and birch the high-water mark of production has been passed, and from this time forth there will be a rapid shrinkage until a dozen years from now the supply will be wiped out almost entirely. Basswood and cottonwood were brought forward as substitutes for poplar, when poplar began to grow scarce. This kept the price of poplar down, but basswood and cottonwood are about gone, and we have nothing else to offer. How, then, is it possible that the price of poplar shall decline to any extent? Red oak was offered as a substitute for white oak, maple for ash, and so on. Whenever the price of any kind of hardwood lumber became high a cheaper substitute was found. But we are out of substitutes. We have nothing more to offer. We are all in. And we cannot see how hardwood lumber of any kind is ever going to be much lower in price than it is at present." To us this seems to be an extreme view of the case. It is the kind of talk heard ten years ago, and while it is true that cherry and walnut have practically disappeared, it is not true that all the areas of hardwood timber have been despoiled. New sources of supply are constantly being found. In furniture making mahogany, which is not a native wood, is rapidly coming to be the most important cabinet wood. - Furniture Journal.



Wm. H. White & Co.
 BOYNE CITY, MICH.
MANUFACTURERS
HARDWOODS AND HEMLOCK.
 ANNUAL CAPACITY 3,000,000 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.

REGISTRATION OF RESERVES

In these days when the tendency is to have large estates administered through corporate companies or trustees it would seem appropriate that the amount of an estate represented by life insurance policies, being as is often the case, the only and principal asset of the family, should be so protected and safeguarded that, no matter what change of management might occur in the life insurance company or in the financial world, a man's life insurance would be safe and secure beyond a doubt. The registration of reserves with the Insurance Department of the State, as is done under policies issued by the Security Mutual Life Insurance Company, is commended as a step in the right direction, according to the greatest possible security to policy holders. *New York Daily Tribune, Wednesday, Oct. 21, 1892.*

SECURITY

MUTUAL LIFE INSURANCE COMPANY

BINGHAMTON, N. Y.

SEE something that other old line companies cannot offer you. Our Endowment Annuity policy pays an annuity, in case of your death, to your wife, children, or estate. In case you live your expectancy, you begin to draw the annuity yourself. In case you are totally disabled, from either accident or sickness, you begin to draw the annuity at once and it will continue as long as you live. The rate is a trifle higher than the rate charged by old line companies for the Whole Life contract. Drop me a line, giving me your age at nearest birthday, and I will make you out an illustration.

We also issue other forms of policy contracts: Probable Life; Term; 10, 15, 20, and 25 Year Endowments; 10, 15, 20, and 25 Payments; Whole Life, and other up-to-date contracts.

SECURITY MUTUAL will close its eighteenth year with over \$40,000,000 of insurance in force. Have paid over \$2,000,000 in dividends, cash values, and death losses.

Good, reliable agents wanted in different parts of Illinois. Address

ALBERT S. RENNIE, WESTERN MANAGER
610-614 MARQUETTE BUILDING
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Policies can be registered with the Insurance Department of the State of New York, thus guaranteeing absolute security for policyholders.

VOLLMAR & BELOW,
MARSHFIELD, WIS.

WISCONSIN HARDWOODS.

Shipments Direct from the Mills.

We are in the Market at All Times for Stocks of Hardwood.
Write us.

LUMBERMEN: N. B.

If you will furnish us a reliable STOCK LIST each month with reasonable prices extended, the result will surprise you. TRY IT.

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.
OLD CHURCH YARD.

Telegraphic and Cable Address, "Burrwood, Liverpool."

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 $\frac{3}{8}$ inch up to 4-inches
thick in all grades.

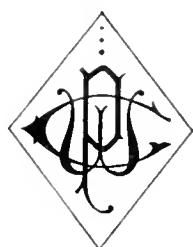
Annual Capacity, 7,000,000 feet.

Write or wire us when the subject
is Walnut. It will pay you.

CABLE ADDRESS: WALNUT.

Codes Used: A. B. C., Lumberman's
and Western Union.

KANSAS CITY, MO., U. S. A.



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.

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.

THE FERD BRENNER LUMBER CO.

CHATTANOOGA, TENN.

Manufacturers and Wholesalers of

HARDWOOD LUMBER

For Home and Export Trade.

We are in the market to buy all South-
ern Hardwoods. Correspondence solicited.

TAYLOR & CRATE

HARDWOOD LUMBER

BUFFALO, N. Y.

Write them to-day if you have any to offer now or for
the future.

(Established 40 Years)

THE HIMMELBERGER - HARRISON LUMBER CO.

Cable Address: "HIMMELUCE."

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

MOREHOUSE, Mo.

RED GUM OUR SPECIALTY AIR DRIED OR KILN DRIED.
ALL GRADES ROUGH OR DRESSED

Red Oak, White Oak, Ash, Cypress, Soft Elm

Manufactured Into

Plow Beams and Handles, Wagon Felloes and Gearing, Car and Bridge Timbers, Ceiling,
Flooring, Bed Slats, Eed Posts, Curtain-Pole Stock, etc. Spokes: Club turned Oak and Hickory.

CHOICE EXPORT STOCK.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Call on me for a 100 horse power 100 ft. mill. We have 20 years experience and best prices.
F. C. BURFORD & COMPANY
 Chatanooga, Tenn.

WANTED.

Sawyer for saw mill immediately. Must be experienced. State salary expected. Address.
J. DEUSTAN,
 Winona, Miss.

WANTED POSITION.

As Manager, Officer and Inspector, or to take charge of inspection at mill. Southern hardwood. Best of references. Address.
M. B. Pearce Hardwood Record.

WANTED

Two men patent for 1000 ft. for Kentucky and Tennessee. Address with reference, P. O. BOX 308, Buffalo, N. Y.

MEN WANTED.

We can give steady employment for you around to go down in and around our saw mill, box factory, logging and bark camps, etc. If you wish to before your road team by coming to Northern Wisconsin, write or call on the
JOHN R. DAVIS LUMBER CO.,
 Phillips, Wis.

BUSINESS OPPORTUNITIES.

FOR SALE CIRCULAR MILL.

Having bought large areas of timber in Mississippi which will require heavy machinery and large plants to handle, we have for sale a cheap one 20 M capacity circular mill complete and one 2 table rip plant, each in good towns in Tennessee where material and labor can be had reasonable. Will sell for cash or take the lumber in payment for same. Write for particulars.
THE F. J. BLACKWELL CO
 Brownsville, Tenn.

FOR SALE.

Wholesale and retail lumber yard, small single and saw and planing mill, unlimited supply of both pine and hardwood timber, water and rail transportation, healthy locality, prosperous town in the South, 12,000 population, cheap labor, established paying business.
 Write for particulars.
GEO. T. HOUSTON & CO.,
 Chicago, Ill.

WANTED SAWING CONTRACT

By lumberman of long experience, from stump or on shore. Large tract. Address.
B. B. Pearce Hardwood Record.

FOR SALE.

A complete land saw mill of 25 M feet daily capacity, modern equipment and in active operation, together with mill location, teams, steam engine contracts, etc. Located on river in Southeastern Mississippi, with million feet of the finest cypress and pine logs now in river and with a river territory of fully fifty miles abounding in oak, ash, cypress and woods of yellow pine to draw from, that can be laid down at mill at a very low figure. Mill within four hundred yards of railroad and a nice little town in a healthy locality. Very attractive and cheap proposition for cash. Address, room 136, Bancroft Building, Memphis, Tenn.

WANTED.

1 inch dull and better (plain and quartered 1 1/4 inch common and better) **WHITE OAK.**
 Can take mixed cars.
Borchering Lumber Co. Atlas Bank Bldg. Cincinnati, O.

WANTED—OAK PILING

30 to 40 feet long. White or Burr Oak WRITE US.
CONTINENTAL LUMBER CO.,
Monadnock Building CHICAGO.

LUMBER WANTED.

WANTED.

We are in the market for walnut and cherry 1 to 2 inches thick. Also 1 inch common quartered cypress.
MILLER BROS.,
 22nd Street and Centre Avenue, Chicago.

WANTED.

500,000 feet 1 and 2 inch dry poplar, all grades; also poplar siding in carload lots.
CINCINNATI HARDWOOD LUMBER CO.,
 Station 'N', Cincinnati, Ohio.

WANTED GREEN OR DRY

Basswood, larch and soft elm. **COLUMBIA HARDWOOD LUMBER CO.,** 65 Southport Ave., Chicago.

WANTED.

Plain and Quartered White and Red Oak, all grades and thicknesses.
 Chestnut, all grades and thicknesses.
 White Ash, 2 to 4 inch, all grades.
 Poplar, all grades and thicknesses.
 Maple, 200 M feet, 1 inch log run.
 Crating lumber in Poplar, Basswood, or other varieties.
GEO. W. SHEPARD,
 752 Clinton Street,
 Buffalo, N. Y.

WANTED.

Oak Ties
 Thick White Ash.
McCLURE ZIMMER CO.,
 520 Franklin St.,
 Detroit, Mich.

WANT TO BUY.

Quarter sawed white and red oak, all grades.
 Plain-sawed white and red oak, all grades.
 Cherry, ash and walnut, all grades.
 Can use green dry. Will pay cash at shipping point.
S. BURKHOLDER LUMBER CO.,
 Crawfordsville, Ind.

WANTED MILL CUT.

We wish to contract for the cut of a small band mill cutting oak, ash, gum and cypress. Advances made. Stock received at shipping point. Address.
CLARENCE BOYLE LUMBER CO.,
 319 W. 22d St. Chicago.

WANTED Walnut and Cherry Lumber

Will pay cash and inspect at shipping point.
W. R. CHIVVIS,
 414 S. Sixteenth St., St. Louis, Mo.

WANTED WAGON STOCK.

Poles, Reaches and Bolsters.
PAGE & LANDECK LUMBER CO
 Milwaukee, Wis.

WE WANT YOUR MONTHLY STOCK LISTS OF DRY HARDWOODS.

Any amount of Poplar in any size or grade.
 Any amount of W. & R. Oak in any size or grade.
 Any amount of Gum in any size or grade.
 Any amount of Cottonwood in any size or grade.
 1 car each 1, 1 1/4, 1 1/2, 2 inch Chestnut first and seconds.
 1 car each 1 1/4, 1 1/2, 2 inch Hickory firsts and seconds.
 50 cars 6x8—8 Street Car Ties, No. 1.
 25 cars White Oak Piling, 8-inch tops.
 25 cars Hardwood Piling, 8-inch tops.
 50 cars W. Oak Bill stuff.
 100 cars Crating, all kinds.
 What is your specialty?
 We reach every part of the United States.
 Address, Hardwood Dept.,
AMERICAN LUMBER & MFG. CO.,
 Pittsburg, Pa.

WANTED—FOR SPOT CASH.

A few cars of quartered white and red oak, all thicknesses, 1st and 2nds and common. Also chestnut, poplar and ash. Address.
O. E. YEAGER,
 932 Elk Street, Buffalo, N. Y.

WANTED WALNUT LOGS.

From 10 inches and up in diameter, 8 feet and up long, on railway cars on any railway. Will send our inspector for two or more cars and pay cash.
H. A. LANGTON & CO.,
 Terre Haute, Ind.

WANTED.

Three cars 2 inch by 8 inch and up, 1 1/4 by 10 feet firsts and seconds white oak.
 Two cars 2 1/4 inch No. 1 and 2 common plain oak.
 One car 1 1/4 inch firsts and seconds quartered red oak.
 All delivered f. o. b. Chicago rate of freight.
FRANK M. COLLEMAN,
 605 Merchants Loan and Trust Bldg., Chicago

WANTED.

1 inch common and 1st and 2d plain Red Oak, 3 inch log run soft elm, 1, 1 1/4, 1 1/2, 2, 2 1/4, 2 1/2, 3, 3 1/4 and 3 1/2 inch common and 1st and 2d plain White Oak, 1 1/4 and larger, 20 feet and 1 finger White Oak lumber.
PAGE & LANDECK LUMBER CO.,
 Milwaukee, Wis.

WANTED.

500 M each both quartered and plain, common red and white oak, dry. Quote delivered, F. O. B., Chicago.
T. WILCOX
 22d and Throop Sts., Chicago.

WANTED—FOR CASH.

Walnut, oak and cherry logs and lumber. Correspondence solicited.
EAST ST. LOUIS WALNUT CO.,
 East St. Louis, Ill.

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.

WANTED.

100 M feet Poplar, any thickness and grade.
 100 M feet Red and White Oak, any thickness and grade.
 30 M feet 1 1/4 to 4 inch, 1st and 2nd Hickory.
FINK HEIDLER CO
 Ashland Ave. and 22nd Street, Chicago.

WANTED.

Cherry, two or three cars, dry or green, mostly 1-inch. Make spot cash prices on grades.
LELAND G. BANNING,
 Cincinnati, O.

WANTED.

Down oak R. R. ties,
 Sawed oak R. R. ties,
 Oak cwt timber.
 Quote price, f. o. b. mill, stating rate to St. Louis.
THE BONSAK LUMBER CO.
 St. Louis, Mo.

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.

Walnut lumber, all thicknesses, green or dry. Inspection at mill points.
WALCUT LUMBER CO.,
 Indianapolis, Ind.

WANTED.

Red Oak, quartered, 1sts and 2nds, 1 1/4, 1 1/2 inch.
 " " " " common, 1 1/4, 1 1/2 inch.
 " " " " plain sawed 1sts and 2nds, 2 1/4 inch.
 White Oak, " " " " 1sts and 2nds, 1 to 4 inch.
 " " " " quartered, 1sts and 2nds, 1 to 2 inch.
 Yellow Poplar, 1sts and 2nds, 1 to 4 inch.
 " " " " 1sts and 2nds, 4x4 to 8x8 inch.
 " " " " common, 4x4 to 8x8 inch.
 " " " " selects, 1 to 2 inch.

Parties having any of the above on hand or to get out please write us. Will send man to take it up and put the greenbacks into your hand for it if we buy. Write today.

TAYLOR & CRATE,
 Buffalo, N. Y.

WANTED.

We will pay cash for any amount of 1 to 4 inch dry Poplar, principally 1 and 1 1/4 inch; and any amount of 1 to 4 inch plain and quarter-sawed White Oak, principally 1 inch.
L. W. RADINA & CO.,
 Clark St. and Dalton Ave., Cincinnati, O.

WANTED—FOR SALE—EXCHANGE.

WANTED.

Chestnut, 1 inch, 1st and 2nds and common, Basswood, 1 inch, 1st and 2nds, common and cull.
Quartered Red Oak, 1 inch, 1st and 2nds.
Quote prices delivered f. o. b. Cincinnati.
DUHLMEIER BROS.,
Cincinnati, O.

WANTED.

White Oak Lumber, 2 to 4 inches thick, 4 inches and wider, 1st and 2nd clear and common, suitable for wagon stock.
Also 5 cars of No. 1 Oak wagon tongues 2 x 4, 4 x 4, 12 feet, F. O. B. Minneapolis, Minn.
Will pay cash for same. Please write us stating what amount you can furnish and how soon you could ship.
OSBORNE & CLARK,
Minneapolis, Minn.

WANTED.

One inch and thicker, firsts and seconds and common, quartered White and Red Oak, also plain Oak, Ash, Chestnut, Poplar and Cypress.
Will inspect at shipping point and pay cash.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St., Buffalo, N. Y.

WANTED.

Shipping cull plain Red or White Oak 1, 1 1/4, 1 1/2 and 2 inch thick. Quote prices f. o. b. Cincinnati.
DUHLMEIER BROS.,
Cincinnati, O.

LUMBER FOR SALE.

FOR SALE - POPLAR PLANKS AND SQUARES.
1 car 2 1/4 inch poplar, 1st and 2nd.
2 cars 3-inch poplar, 1st and 2nd.
1 car 4-inch to 8 inch poplar squares, 1st and 2nd.
J. R. HOFFMAN,
Charleston, W. Va.

FOR SALE - ASH LUMBER.

10,000 feet 1-inch 1st and 2nd white ash.
10,000 feet 1 1/4-inch 1st and 2nd white ash.
40,000 feet 2-inch 1st and 2nd white ash.
10,000 feet 2 1/4-inch 1st and 2nd white ash.
10,000 feet 3-inch 1st and 2nd white ash.
W. R. CHIVVIS,
414 S. Sixteenth Street, St. Louis, Mo.

FOR SALE.

150 M feet extra fine 1-inch bone dry gum. Will sell on grade or log run. Write for particulars to
E. DUNSTAN,
Winona, Miss.

FOR SALE.

5,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
4,000 feet 2 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
9,000 feet 3 x 8 inch and up 1sts and 2nds quartered White Oak.
700 feet 3 1/2 x 6 inch and up 1sts and 2nds quartered White Oak.
Above is on our Buffalo yards, is thoroughly seasoned and contains a good deal of 12-inch and up.
EMPIRE LUMBER CO.,
1142 Seneca St., Buffalo, N. Y.

WANTED!

We are in the market for dry quarter-sawed white oak strips. State quantity and price f. o. b. cars shipping point.

ADLER LUMBER CO.,
Manufacturers Hardwood Flooring,
LYONS, KY.

FOR SALE.

I would appreciate inquiry tending to reduce a large stock of poplar, cypress, ash and quartered white oak upon which I am offering extremely low figures.
FRANK M. FREELMAN,
605 Merchants, Loan and Trust Bldg., Chicago.

FOR SALE.

100,000 ft. 1 1/4 inch No. 2 common poplar.
100,000 ft. 1 1/2 inch No. 2 common poplar.
100,000 ft. 2 inch No. 2 common poplar.
One car 4 inch No. 2 common poplar.
Above stock is all dry, hand sawed, and nicely manufactured.
DUHLMEIER BROS.,
Cincinnati, O.

FOR SALE.

Gum, 1 inch clear sap gum. Best value for money in this stock. Write for prices to
FARRIN-KORN LUMBER CO.,
Cincinnati, Ohio.

FOR SALE.

If you are in the market for plain or quartered oak or wagon stock, see our advertisement on inside front cover in this issue.
EDWARD L. DAVIS & CO.,
Louisville, Ky.

FOR SALE DIRECT SHIPMENT.

150 M ft. 1-inch log run Birch, on grades.
100 M ft. 1-inch log run Soft Maple, on grades.
3 cars 1 inch sound wormy chestnut, Tenn. stock, a little 1 1/4 and 1 1/2 inch.
We have for sale in our yard here
50 M ft. 1 to 3 inch Ash, all grades.
20 M ft. 1 to 2 inch log run Walnut.
100 M ft. 1 to 2 inch Cherry, all grades.
This lumber is in our yard ready for immediate shipment. Can cut to order anything in Ash, Maple or Cherry. Please send us your inquiries.
ROSS LUMBER CO.,
Jamestown, N. Y.

FOR SALE.

200,000 ft. 1-inch common and better dry Poplar.
200,000 ft. 1 inch log run Chestnut.
50,000 ft. 1 inch dry common quartered Red Oak.
75,000 ft. 2-inch common and better, shipping dry, White Oak.
20,000 ft. 1-inch, dry, mill-cull Walnut.
NORMAN LUMBER CO.,
Louisville, Kentucky.

FOR SALE.

35,000 acres of long leaf yellow pine in Louisiana 60,000,000 feet cypress stumpage at about \$3.00 per ft. 33,000 ac es hardwood and in Texas and 35 000 ac in Madison Parish. Write for particulars.
F. D. BANNING,
310 Security Building - ST. LOUIS, MO.

WANTED.

250,000 6x8-8 hewn White Oak ties.
750,000 ft. each 1 in. and 1 1/4 in. Box Common Gum.
500,000 ft. 1 in. Box Common Cottonwood.
25 cars 1st and 2nd and Common Poplar Squares, 4x4 to 8x8.
1,000,000 ft. mill run Cypress.
850,000 ft. 1 in. White Pine and Norway 8-in and up No. 3 and No. 4.
Parties having any of the above on hand, please write us. We pay spot cash, and responsible shippers may draft upon us, with bills of lading attached, if they desire.

MISSISSIPPI VALLEY LUMBER CO.,
Lincoln Trust Bldg., St. Louis Mo

TIMBER PROPOSITIONS.

FOR SALE—HICKORY STUMPAGE.

We have some very fine hickory stumpage on land, where we own and desire to utilize the other woods. Will sell in small tracts or large ones up to five thousand acres. If not interested do not write. If interested write
THE F. J. BLACKWELL CO.,
Brownsville, Tenn.

MACHINERY.

2ND HAND CIRCULAR LOG SAWS

Taken in exchange as part payment on a new saw, which will be sent prepaid on trial. I can save and make you money. Others will not do this.
J. H. MINER
Lumberton, Miss.

FOR SALE

BUCKEYE AUTOMATIC ENGINE, 11x18, 80 horse power normal, in perfect order; too small for use; may be seen running in our plant.
ILLINOIS REFRIGERATOR CO.,
Morrison, Ill.

WANTED.

To buy a second-hand 8 ft. wheel band saw mill, including filing room machinery, two boilers, two engines, edger and trimmer. State lowest cash price f. o. b. cars shipping point. Address
C. C. C., care Hardwood Record.

WANTED.

One 8 ft. band saw mill with filing room outfit. Give full particulars and state lowest cash price f. o. b. shipping point. Address
MANAGER, care Hardwood Record.

FOR SALE.

Second-hand Sinker-Davis rope saw mill feed.
Address **MALEY, THOMPSON & MOFFETT CO.,**
Cincinnati, Ohio

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 MFG. CO.,
Eau Claire, Wis.

FOR SALE—MACHINERY—Second Hand Circular Saws
Good as new, from 18 to 62 inches. Let us know what size you wish to trade. One second hand Self-feed boiler, one second hand Pony Saw Mill, one second hand Double Saw Mill, one 20 H. P. Postpaid U Mill, one Knight's Fay Knife grinder, one Fay Moulder, one 8 ft. Self-feed Pumps, one 10 H. P. Emery Wheel Stand, ing Machines, one one Rault's Dovetail Double Shaper, one 25 one Fay Sucker, one Self-feed Rip Saw, one Fay Variety Saw, Five Engine Governors, one Variety Wood-worker, One Coleman 36 Hand Saw
THE MILLER OIL & SUPPLY CO.,
Indianapolis, Ind.



FOR SALE.

Double circular saw mill, 10,000 ft. hardwood capacity, 60-inch inserted tooth bottom saw, 34-inch top saw; also edger, cut-off saw, dimension rip saw and trimming saw, patent turning blocks, overhead log turner, ample boiler and engine power. Will take lumber in exchange from desirable purchaser. Address "F" care

ADVERTISERS' INDEX.

HARDWOOD LUMBER DEALERS AND MANUFACTURERS.

Table listing various lumber dealers and manufacturers with their names and page numbers, including entries like 'K & W Lumber Co.', 'Kramer Lumber Co.', and 'Knoxville Lumber Co.'.

MACHINERY AND MILL SUPPLIES.

Table listing machinery and mill suppliers with their names and page numbers, including entries like 'Andrews Co.', 'Atkins & Co.', and 'Butterworth & Lowe'.

Table listing miscellaneous items and companies with their names and page numbers, including entries like 'American Wire Line', 'Atchafalaya Railroad', and 'Cotton Belt Route'.

MISCELLANEOUS.

Table listing miscellaneous items and companies with their names and page numbers, including entries like 'American Wire Line', 'Atchafalaya Railroad', and 'Cotton Belt Route'.

Advertisement for East St. Louis Walnut Co. featuring the text 'East St. Louis Walnut Co. BAND MILL AND YARDS, EAST ST. LOUIS, U. S. MANUFACTURERS OF WALNUT, OAK, CHERRY'.

Advertisement for Telegraphic and Cable Codes, stating 'At Reduced Prices' and 'A B C Code, 5th Edition, \$7.00 Net.' by Edward W. Jones.

Large advertisement for McClure, Zimmer Co. with the text 'McCLURE, ZIMMER CO. Wholesale Dealers in HARDWOOD LUMBER OFFICE AND YARDS: 520 to 530 Franklin St. DETROIT, MICH.'.

Advertisement for Cotton Belt Route hardwood timber and factory sites, featuring a circular logo with 'COTTON BELT ROUTE' and text describing the availability of white oak, red oak, overcup, ash, hickory, gum, cypress, cottonwood, elm, and other materials.

"Valve Oleine" 675 Degrees Fire Test

MASTER MECHANICS, Purchasing Agents, Engineers and Practical Builders of costly Steam Plants and Locomotives, etc. will be pleased to know that a Lubricant is now produced of such extraordinary high fire test as to make it proof against the greatest heat to which it is subjected and is therefore a PERFECT lubricant where products of lower grade and fire tests pass off at once, leaving the parts subject to wear, or greatly increasing the consumption of oil. "VALVE-OLEINE" is a product in the highest state of filtration, is of the greatest viscosity, is entirely free from acids and absolutely non-corrosive and without doubt the finest and most thoroughly reliable CYLINDER LUBRICANT now on the market, and will naturally lubricate 200 to 300 percent more than products of lower test. It is not only the BEST but the most ECONOMICAL lubricant. Manufacture and sale controlled exclusively by

The Reliance Oil and Grease Co., Cleveland, O.

Cable Address "Oleine," Cleveland, Ohio, U. S. A.
Private Code, Lieber's, and A. B. C. 4th Edition.

Agents wanted everywhere. Write for full particulars and our new catalogue of large line of products. Samples free. Send 2 cent stamp for "Gems of Art"—Free on application direct from machinery users.

The Walnut Lumber Co.

INDIANAPOLIS, IND.

Manufacturers and Wholesale Dealers.

WE WANT TO BUY

Walnut,
Cherry,
Hickory,
Poplar,
Ash,
Elm,

Quartered White Oak,
Quartered Red Oak,
Plain White Oak,
Plain Red Oak,
Quartered Sycamore,
Hard Maple.

CORRESPONDENCE SOLICITED.
INSPECTION AT MILL POINTS.

WISCONSIN HARDWOODS

LOG RUN OR ON GRADE.

"SHAKELESS" HEMLOCK,
THE BEST IN THE LAND.

GOOD GRADES, PROMPT SHIPMENTS.

MIXED CARS

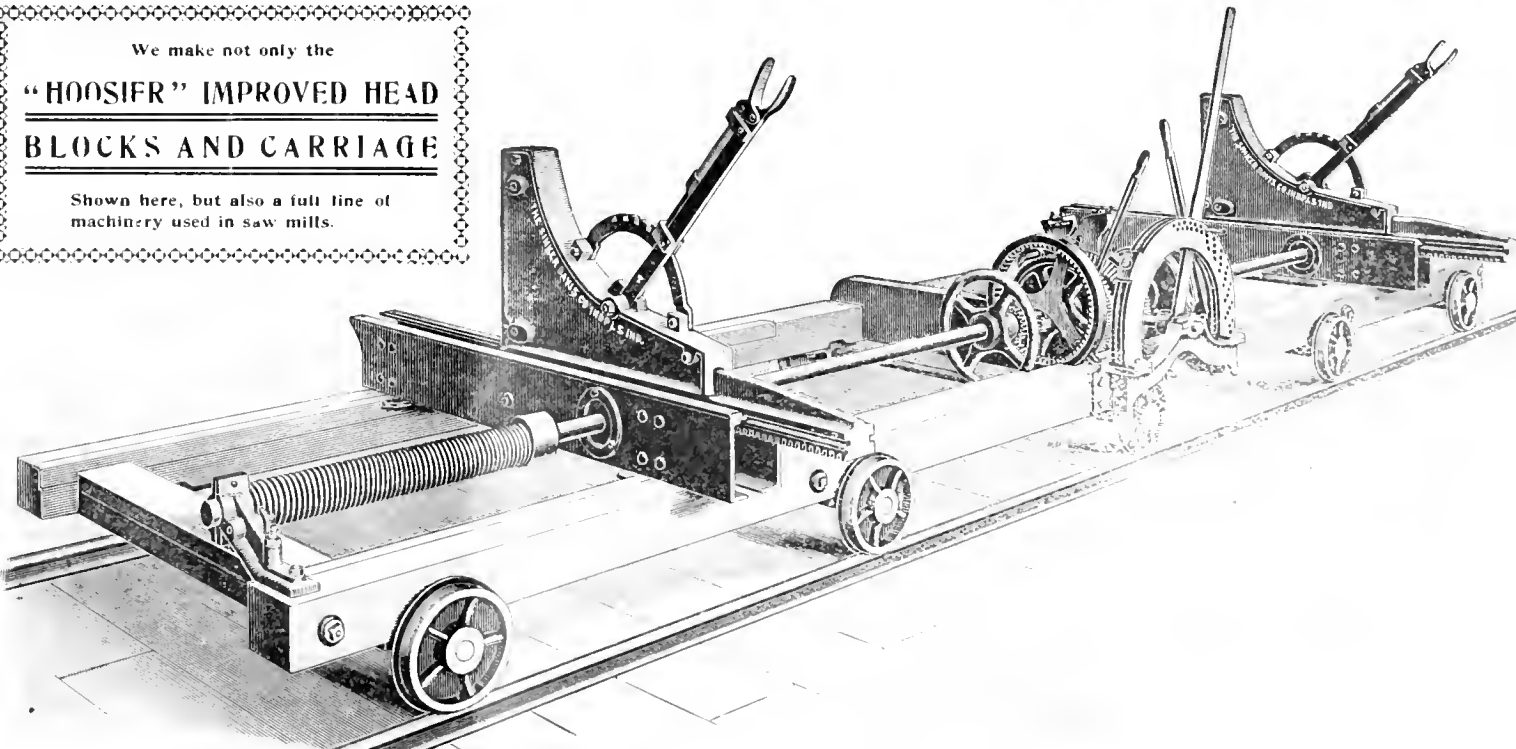
Pine, Basswood, Birch, Maple, Elm, Oak.

JOHN R. DAVIS LUMBER CO.
PHILLIPS, WIS.

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.

WE HAVE WHAT YOU WANT THE BEST IS THE CHEAPEST, AND WE HAVE THE BEST

The **RED BOOK** is the recognized **ALPHABETICALLY** on a subject credits. Published by **Financial and Tax** and covers the **UNITED STATES and MEXICO**. It contains the names of **dealers and manufacturers** who purchase in car lots and gives you their **financial standing**, also indicates their **manner of meeting obligations**.

The book is devoted exclusively to the line you are interested in and it is not necessary for you to wade through information you are not interested in.

Remember we also have a well organized **COLLECTION DEPARTMENT** and solicit your business in this line.

Lumbermen's Credit Association

ESTABLISHED 1876.

Suite 911, 133 La Salle St., Chicago

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(Mention this paper.)



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Typewriter users to investigate the

NEW CENTURY CALIGRAPH

before purchasing. Its durability, ease of operation and exclusive modern features never fail to interest those who examine it. For catalogue and particulars, address:

American Writing Machine Co.,

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You May Be Rich

but if you have gained your wealth at the expense of your health

You Are Poor Indeed

Regain your health and renew your youth at

French Lick and West Baden Springs

in the highlands of Southern Indiana on the



The remedial properties of the various Springs at these famous resorts are world-renowned for chronic ailments of Stomach, Liver, Kidneys and Bowels. You drink the waters—nature does the rest. An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.

HOTEL RATES range from \$8 up to \$35 per week, including free use of all the waters.

Booklet telling all about the waters and giving list of hotels and boarding houses, with their rates sent free.

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TIMBERMEN

Who are far-sighted, recognizing the alarming rapidity with which the timber supply of the North is disappearing, have come southward for their source of supply and have invested largely in southern timber lands.

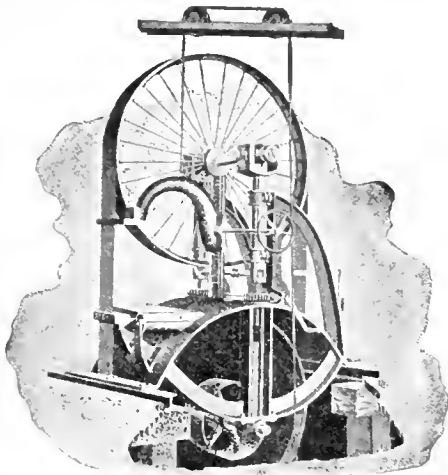
Unimproved timber lands can yet be secured at low prices along the line of the Louisville and Nashville Railroad in Kentucky, Tennessee, Alabama, Mississippi and West Florida, and the lands in the last three named states are of greater value after removal of the timber than before, for the reasons that this section is rapidly filling with thrifty settlers who find no trouble, on account of the fertility of the land, in realizing anywhere from \$100 to \$500 per acre from the raising of fruits and vegetables thereon.

Timbermen should take advantage at once of the low prices now prevailing for said lands, as they are steadily increasing in value.

G. A. PARK,

General Industrial and
Immigration Agent,

LOUISVILLE & NASHVILLE R. R.
LOUISVILLE, KY.



PORTABLE BAND SAW MILL

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.

PHOENIX MFG. CO.,
EAU CLAIRE, WIS.

Do You Know

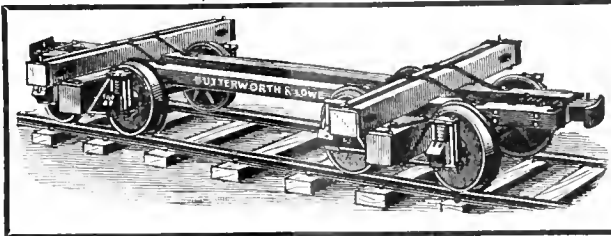
That it will pay you to list your wants in hardwood lumber in . . .

The
Hardwood Record?

BUTTERWORTH & LOWE,

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Log Cars of All Kinds for Steam or Tram Roads.



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THE FAVORITE ROUTE FOR LUMBER SHIPMENTS.

FIRST-CLASS PASSENGER ACCOMMODATIONS.

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ALWAYS
AHEAD”**

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 **See that Trade Mark?**

That's a strong assertion, but we live up to it and our regular customers know that we do. That's why we keep them. We could satisfy you, too, if we had the chance.

The purchaser of an ATKINS SILVER STEEL SAW may rest secure in the knowledge that he is receiving a saw that is the PERFECTION of material, temper and workmanship. THE ATKINS WARRANTY is like old wheat in the mill—you can bank on it.

Write for our 1903 Sawyers' Hand Book, if you have not already received it. Your sawyer and filer will appreciate it. Free for the asking.

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JOSEPH BOSKEN.

Cincinnati Hardwood Lumber Co.,

FINELY FIGURED QUARTER SAWED OAK VENEERS A SPECIALTY.

MAHOGANY THIN LUMBER VENEERS

Station N, - - CINCINNATI, O.

Write us before selling. If in the market to buy we can interest you.

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SOLICIT CORRESPONDENCE WITH BUYERS AND SELLERS OF
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WILL PAY CASH FOR DESIRABLE LOTS OF

WALNUT, PLAIN AND QUARTERED OAK, ASH, MAPLE, SYCAMORE, ETC.

Mill Men are Invited to Send Stock List.

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Poplar—Oak—Chestnut

ALL GRADES.

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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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IN THE MARKET FOR ALL KINDS OF

...Hardwood Lumber...

OUR SPECIALTIES ARE

WALNUT, QUARTERED OAK AND ASH,

For which we will pay the highest market price in cash. Correspondence solicited.

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WANTED FOR CASH.

OAK PLAIN-SAWED RED OR WHITE
QUARTER-SAWED RED OR WHITE
ALL GRADES 1 IN. TO 2 IN. THICK

Also in Market for POPLAR, WALNUT, ASH, CHESTNUT, BASSWOOD, CHERRY, Etc.

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CINCINNATI, OHIO

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WELL MANUFACTURED

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We Are in the Market at All Times for Well Manufactured

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Especially at the Present Time.

Quartered White Oak,
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PLAIN WHITE AND RED OAK, QUARTERED WHITE AND RED OAK,
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WRITE US

When you have Oak, Poplar, Chestnut or Elm to sell
We want to contract for the cut of several more
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See our list of wants on page 28

Buffalo, N. Y.

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BUFFALO, NEW YORK.

WANTED! FOR CASH.

Plain Sawn Red Oak and Chestnut in
All Grades and Thicknesses.

ALSO OTHER HARDWOODS.

WRITE US.

We Want to Buy for Cash

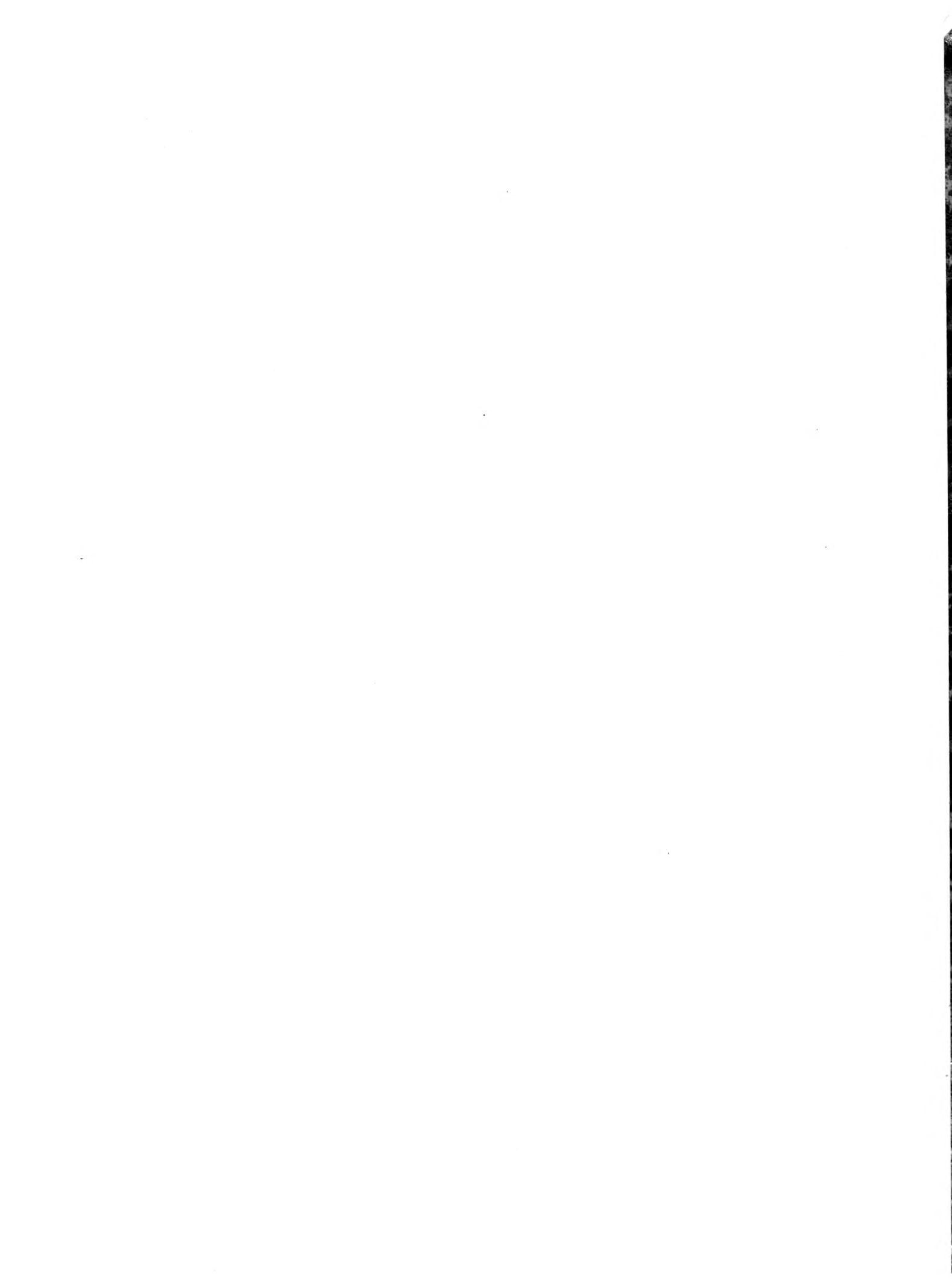
Plain-Sawn Oak, 1 inch and thicker.
Quarter-Sawn Oak, 1 inch and thicker.
Chestnut, 1 inch and thicker.
Poplar, 1 inch and thicker.
Cypress, 1 inch and thicker.

ALWAYS READY TO INSPECT AT SHIPPING POINT.

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Main Office and Yard, 940 Seneca Street

BUFFALO, N. Y.





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